

STIC Database Tracking Number:

To: Examiner Sheetal Rangrej
Location: KNX 5D71
Art Unit: 3686
Date: Wednesday, November 04,
2009
Case Serial Number: 10/620718

From: Ginger R. DeMille
Location: EIC3600
KNX 4B68
Phone: (571) 272-3522
Ginger.demille@uspto.gov

Search Notes

Dear Examiner Rangrej:

Please find attached the results of your search for the above-referenced case. The search was conducted using Dialog's Business Methods Template databases.

I have listed *potential* references of interest in the first part of the search results. However, please be sure to scan through the entire report. There may be additional references that you might find useful.

If you have any questions about the search, or need a refocus, please do not hesitate to contact me.

Thank you for using the EIC, and we look forward to your next search!

Note: EIC-Searcher identified "potential references of interest" are selected based upon their apparent relevance to the terms/concepts provided in the examiner's search request.

I.	POTENTIAL REFERENCES OF INTEREST	3
A.	Dialog	3
B.	Additional Resources Searched	10
II.	INVENTOR SEARCH RESULTS FROM DIALOG.....	11
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I. Potential References of Interest

A. Dialog

7/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01652201 03-03191
Health cards move into medical market
Bell, Allison
National Underwriter (Life/Health/Financial Services) v102n23 PP: 29-30
Jun 8, 1998
ISSN: 0893-8202 JRNL CODE: NUD
WORD COUNT: 891

DESCRIPTORS: Health insurance;

...ABSTRACT: be especially helpful to consumers who spend large sums on services and products such as over-the-counter drugs. Up until now, though, organizers of health discount programs have done a poor job of attracting the attention of the mainstream benefits community, Tarre said. Universal Health sells its health discount cards mainly through...

...Assurance Co., Los Angeles, recently began selling its version of Universal Health cards through worksite marketing programs. Manufacturers of ancillary benefits cards also sell through multi-level marketing programs.

TEXT: Health card discount programs are beginning to add discounts on care from medical doctors and mainstream hospitals to their offerings.

Traditionally, health card sellers emphasized discounts on dental exams, eyeglasses, chiropractic care and other "ancillary" products and services not included in basic health insurance.

But CorVel Corp., Irvine, Calif., shook up the health card world in April by introducing a card that provides "100 percent co-pay" access to...

...promotional materials from Care Entree and documents HealthCore filed with the U.S. Securities and Exchange Commission. Terry Tullo, vice president of sales at Universal Health Systems, Dallas, said consumer demand is driving the rush to add basic medical discounts to the discount cards.

Today, she said, "you have 44 million uninsured Americans," Ms. Tullo said.

Uninsured Americans are not the only U.S. residents facing gaps in health coverage. Many employer-sponsored health plans place tight restrictions on reimbursement for alternative care or out-of-network care of any kind. Other plans deny coverage for treatment of conditions such...
...s office or hospital without the support of a preferred provider network

or health maintenance organization may be able to persuade providers to reduce their "list prices." But patients who are shy or unsophisticated may be stuck paying the full price, experts said.

Howard Tarre, a senior consultant with the Kwasha Lipton...

...products such as over-the-counter drugs.

"There are a lot of drugs that are very expensive," Mr. Tarre said.

Up till now, though, organizers of health discount programs have done a poor job of attracting the attention of the mainstream benefits community, Mr. Tarre said.

Entrepreneurs first began organizing national health discount programs in the late 1980s.

A sister company of Universal Health, Coast to Coast Vision Plan, helped give birth to the industry in 1989 by organizing...

...vision coverage. This is an opportunity to expand the options that employers can provide to their employees."

Manufacturers of ancillary benefits cards also sell through multi-level marketing programs.

Dozens of multi-level marketing Web sites have sprung up to advertise ancillary benefits cards under names such as the Omega Card and the Vitae Health Discount Card.

Three other...

7/3,K/25 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

10260278 SUPPLIER NUMBER: 20798807 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Health Cards Move Into Medical Market.(discount programs)
Bell, Allison
National Underwriter Life & Health-Financial Services Edition, v102, n23,
p29(1)
June 8, 1998
ISSN: 0893-8202 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 953 LINE COUNT: 00081

Health Cards Move Into Medical Market.(discount programs)

TEXT:

Health card discount programs are beginning to add discounts on care from medical doctors and mainstream hospitals to their offerings.

Traditionally, health card sellers emphasized discounts on dental exams, eyeglasses, chiropractic care and other "ancillary" products and services not included in basic health insurance.

But CorVel Corp., Irvine, Calif., shook up the health card world in April by introducing a card that provides "100 percent co-pay" access to...

...market a card that offers discounts of 20 percent or more on primary care, hospital care and other basic medical services.

Two other companies, Universal Health Systems, Dallas and HealthCore Medical Solutions, Grandview, Mo., say they plan to add discounts on basic medical care to their health discount cards as soon as ...

...promotional materials from Care Entree and documents HealthCore filed with the U.S. Securities and Exchange Commission.

Terry Tullo, vice president of sales at Universal Health Systems, Dallas, said consumer demand is driving the rush to add basic medical discounts to the discount cards.

Today, she said, "you have 44 million uninsured Americans," Ms. Tullo said.

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...s office or hospital without the support of a preferred provider network or health maintenance organization may be able to persuade providers to reduce their "list prices." But patients who are shy or unsophisticated may be stuck paying the full price, experts said.

Howard Tarre, a senior consultant with the Kwasha Lipton...

...such as over the-counter drugs.

"There are a lot of drugs that are very expensive," Mr. Tarre said.

Up till now, though, organizers of health discount programs have done a poor job of attracting the attention of the mainstream benefits community, Mr. Tarre said.

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Three other...

PRODUCT/INDUSTRY NAMES: 6322000 (Health Insurance); ...

...8000151 (Preferred Provider Health Plans)

7/3,K/40 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2009 Gale/Cengage. All rts. reserv.

01574540 Supplier Number: 24287948 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Cards Move Into Medical Market
(Health card discount programs are starting to add discounts on

care from medical doctors and mainstream hospitals to their offerings)
National Underwriter Life & Health-Financial Services Edition, v 102, n 23
, p 29+
June 08, 1998
DOCUMENT TYPE: Journal ISSN: 0028-033X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 850

(USE FORMAT 7 OR 9 FOR FULLTEXT)

(Health card discount programs are starting to add discounts on
care from medical doctors and mainstream hospitals to their offerings)

ABSTRACT:

Health card discount programs are starting to add discounts on
care from medical doctors and mainstream hospitals to their offerings.
CorVel Corp (Irvine, CA) launched a card that provides...

...Fort Worth, TX) launched a Web site that offers discounts of 20% or more
on primary care, hospital care, and other basic medical services. Universal
Health Systems (Dallas) and HealthCore Medical Solutions
(Grandview, MT) have reported plans to add discounts on basic medical care
to their health discount cards as soon as...

...bill a year out of their own pockets for personal health care expenses.
Article gives consumers tips about what they should look for in these
health card discount programs.

TEXT:

BY ALLISON BELL

Health card discount programs are beginning to add discounts on
care from medical doctors and mainstream hospitals to their offerings.

Traditionally, health card sellers emphasized discounts on dental exams,
eyeglasses, chiropractic care and other "ancillary" products and services
not included in basic health insurance.

But CorVel Corp., Irvine, Calif., shook up the health card world in April
by introducing a card that provides "100 percent co-pay" access to...
Care Entree, Fort Worth, Texas, has set up a Web site to market a card that
offers basic medical services.

Two other companies, Universal Health Systems, Dallas and
HealthCore Medical Solutions, Grandview, Mo., say they plan to add
discounts on basic medical care to their health discount cards as soon as
...

...promotional materials from Care Entree and documents HealthCore filed
with the U.S. Securities and Exchange Commission.

Terry Tullo, vice president of sales at Universal Health
Systems, Dallas, said consumer demand is driving the rush to add
basic medical discounts to the discount cards.

Today, she said, "you have 44 million uninsured Americans," Ms. Tullo

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Uninsured Americans are not the only U.S. residents facing gaps in health coverage. Many employers-sponsored health plans place tight restrictions on reimbursement for alternative care or out-of-network care of any kind. Other plans deny coverage for treatment of conditions such... ..s office or hospital without the support of a preferred provider network or health maintenance organization may be able to persuade providers to reduce their "list prices." But patients who are shy or unsophisticated may be stuck paying the full price, experts said.

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...vision coverage. This is an opportunity to expand the options that employers can provide to their employees."

Manufacturers of ancillary benefits Cards also sell through multi-level marketing programs.

Dozens of multi-level marketing Web sites have sprang up to advertise ancillary benefits cards under names such as the Omega Card and the Vitae Health Discount Card.

Three other...

? t7/3,k/all

7/3,K/1 (Item 1 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
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01770691 SUPPLIER NUMBER: 20798807 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Health Cards Move Into Medical Market.(discount programs)
Bell, Allison
National Underwriter Life & Health-Financial Services Edition, v102, n23,
p29(1)
June 8,
1998
PUBLICATION FORMAT: Magazine/Journal ISSN: 0893-8202 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Trade
WORD COUNT: 953 LINE COUNT: 00081

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TEXT:

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Three other...

7/3,K/2 (Item 2 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
(c) 2009 Gale/Cengage. All rts. reserv.

01364639 SUPPLIER NUMBER: 12338142 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The shady business of Nature's Sunshine.
Raso, Jack
Nutrition Forum, v9, n3, p17(7)
May-June,
1992
PUBLICATION FORMAT: Newsletter ISSN: 0748-8165 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Consumer; Professional
WORD COUNT: 4679 LINE COUNT: 00416

TEXT:

Multilevel marketing (also called network marketing) is a form of direct sales in which "independent" distributors sell products, typically to their friends and acquaintances. Distributors can buy products "wholesale," sell them...

... Systems Guide to Natural Health. The loose leaf binder contains a congratulatory form letter, a product catalog, a manual of policies and procedures, four different price lists, distributor applications, order forms, a receipt book, and flyers concerning products, payment plans, discounts for new distributors, and group insurance. The policies and procedures manual...

...more specialized support for the particular system." Complementary products are single-ingredient items "for individuals who want to round out the systems approach to holistic health."

The circulatory system's "key" product is Mega-Chel, which contains 12 vitamins, 9 chelated minerals, choline, inositol, PABA, bioflavonoids, fish oils, adrenal substance, thymus substance, and spleen ...was a 5-day program given several times a year at the company's home office. Its purpose was to train people "to really be Natural Health Counselors." The program included "in-depth training in iridology, muscle-testing and nutritional supplements." However, "business and legal information will be woven into the fabric of how to..."

B. Additional Resources Searched

No references of interest obtained from the additional resources that were searched.

II. Inventor Search Results from Dialog

No inventor search results of interest were obtained.

III. Text Search Results from Dialog

A. Full-Text Databases

```
? show files;ds
File 15:ABI/Inform(R) 1971-2009/Nov 03
      (c) 2009 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2009/Oct 09
      (c) 2009 Gale/Cengage
File 148:Gale Group Trade & Industry DB 1976-2009/Oct 15
      (c) 2009 Gale/Cengage
File 160:Gale Group PROMT(R) 1972-1989
      (c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2009/Oct 05
      (c) 2009 Gale/Cengage
File 621:Gale Group New Prod.Annou.(R) 1985-2009/Sep 25
      (c) 2009 Gale/Cengage
File 9:Business & Industry(R) Jul/1994-2009/Nov 03
      (c) 2009 Gale/Cengage
File 20:Dialog Global Reporter 1997-2009/Nov 04
      (c) 2009 Dialog
File 610:Business Wire 1999-2009/Nov 04
      (c) 2009 Business Wire.
File 613:PR Newswire 1999-2009/Nov 04
      (c) 2009 PR Newswire Association Inc
File 24:CSA Life Sciences Abstracts 1966-2009/Nov
      (c) 2009 CSA.
File 634:San Jose Mercury Jun 1985-2009/Oct 28
      (c) 2009 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2009/Oct 09
      (c) 2009 Gale/Cengage
File 810:Business Wire 1986-1999/Feb 28
      (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
      (c) 1999 PR Newswire Association Inc
File 13:BAMP 2009/Nov 03
      (c) 2009 Gale/Cengage
File 75:TGG Management Contents(R) 86-2009/Oct W1
      (c) 2009 Gale/Cengage
File 95:TEME-Technology & Management 1989-2009/Oct W2
      (c) 2009 FIZ TECHNIK
```

Set	Items	Description
S1	339802	(MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL) (2W-) (MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING OR PLANS OR SCHEME? ?) OR MLM
S2	18058	(HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL) (2W) (PLAN OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR - MEDICAID
S3	18058	S1 AND S2
S4	3219	(PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR FEES) (3N) (LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET OR SHEETS)

S5 155 S3 AND S4
S6 76 S5 NOT PY>2002
S7 49 RD (unique items)
? t7/3,k/all

7/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

02431953 196433151
Neoforma may change share accounting
Anonymous
Hospital Materials Management v27n9 PP: 17 Sep 2002
ISSN: 0888-3068 JRNL CODE: HMA
WORD COUNT: 3640

...TEXT: should save money for both hospitals and the distributor.

One of the first customers to sign up for the BillingZone service was five-hospital Inova Health System, Fairfax, Va. Gary Wagner, assistant vice president of materials management, said the service has lowered costs while improving Inova's relationship with its distributor.

Zimmer...equipment and disposables, reflecting a recent trend of more capital spending in the health care industry.

Medline Industries, Mundelein, Ill., in July began offering its "Tier One" program to ensure ready access to surgical instruments.

The Tier One program features 2,000 of the most commonly used Konig instruments and ensures that they are in stock and ready to ship when a hospital needs...use of online forms while creating a verifiable audit trail

* Communicate, negotiate and make decisions regarding products, and synchronize product changes online

* Streamline contract activation, price management and catalog management processes between trading partners.

The Healthcare Information and Management Systems Society (HIMSS), Chicago, and CPRI-HOST merged their operations in July. The two organizations...

7/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

02301397 101626120
Charting IT's costs
Leon, Mark
InfoWorld v24n3 PP: 36-37 Jan 21, 2002
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 1504

...TEXT: group CTOs," he says.

The investment managers group had plans to implement software from Business Engine, a San Francisco-based PSA vendor. The vendor reports list prices at \$1,000 per seat with volume discounts available. "Typically at Merrill Lunch they would have just gone ahead with the project on their own..."

...every month. ... PSA can really show the top brass what they are paying for."

Billing for internal services

Avery Cloud, CIO of Integris, a statewide health system in Oklahoma City, believes users need to know that internal IT does have costs. "Every month we send a no-pay invoice to each division..."

...Microsoft SQL Server. "We had limited functions running by January," he says, "and by March we were up and running with phase one."

The PSA list price ranges from \$1,000 to \$1,800 per user with some volume discounts available, Changepoint reps say. Cloud reports the total software license cost for...Francis Group in Westport, Conn.

* Business Engine, PSA: The San Francisco-based company recently announced that Project 2002 will be embedded in its Business Engine Network offering.

* Changepoint, Business Process Automation: The Toronto-based vendor offers individual worker performance monitoring -- performance scorecards based on customizable metrics with the traditional PSA offerings.

* Evolve...

7/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00901099 95-50491
Grants Outcomes
Anonymous
Health Affairs v13n3 PP: 251-260 Summer 1994
ISSN: 0278-2715 JRNL CODE: HAF
WORD COUNT: 5785

...TEXT: and inadequate reimbursement levels are just a few of the daily crises [these persons] face -- crises generated not by their illness, but by the American health care system itself," the grantee's administrator, Daniel T. Bross, said. The Glen Eagles Foundation also contributed, and The Henry J. Kaiser Family Foundation supported coalition building...

...Irvine Foundation will consider funding this California Women's Health Project for an additional four years. The project is part of Irvine's Women's Health Program, approved in March 1994. (See page 260 of this volume for more detail.) \$215,000 over one year. Funded by The James Irvine Foundation.

Information...presentations by economic and health policy experts and questions from participants. It is designed to replicate, as closely as possible, the "debate over budget and health care reform options currently underway in Washington," according to the grantee. Participants actually "work together to set their own budget and deficit goals." A final report summarizing the...

...Care Quality, Seattle, WA. The John A. Hartford Foundation previously has made grants to groups based in seven states for each to develop a Community Health Management Information System (CHMIS), which uses computer-based technology to facilitate "the acquisition and analysis of needed health care data" and improve "the efficiency of the financial and...

...year. Funded by The Henry J. Kaiser Family Foundation.

RAND, Santa Monica, CA. Under this grant, RAND experts are preparing a guide to assist Community Health Management Information System groups with data acquisition, analysis, and reporting. The guide also will help consumers to contrast health plans' appropriateness and effectiveness measures and help providers to improve service quality. A range of methodological issues, including "meeting the need for statistical validity," will be...

...will establish the California Health Information Project, which will provide data needed by state and local policymakers and help California to develop a strong public health information system. Policymakers and public health workers eventually will be able to pinpoint the needs of vulnerable populations and see the extent of all state residents...

...study and report (expected to be published in December 1995) with recommendations on how to increase the emphasis on primary care in the U.S. health care system. "The study will focus on the health needs of the population and the functions of primary care in meeting those needs" and will develop a...

...two years. Funded by The Pew Charitable Trusts.

National Committee for Quality Assurance (NCQA), Washington, DC. With this funding, the NCQA plans to apply the Health Plan Employer Data and Information Set (HEDIS) to Medicaid managed care plans. The NCQA is collaborating with the Health Care Financing Administration (HCFA) to finalize new and adapted performance measures by September 1995. The American Public Welfare Association's State Medicaid Directors Group and a development team (including consumer, state Medicaid, and health plan representatives) are also working on the project. The effort will entail research, a measurement testing phase, and a dissemination period during which the NCQA will...

...maternal and child health care. "is public/private collaboration makes sense as HCFA is seeking to set guidelines for quality of care that both address Medicaid members' needs and are equal to commercial standards," said Bruce Vladeck, HCFA administrator, in a press release. \$329,000 over sixteen months. Funded by The...

...director. Workshop participants will include clinicians, consumer

advocates, ethicists, health economists, and policymakers. The project's goals are to come up with recommendations for genetic health care policies and programs; publish reports, written by a health journalist, on current and probable genetics developments and their impact on health care; and advance suitable policies and actions...

...in New York City. Nancy Barrand, Robert Wood Johnson Foundation (RWJF) senior program officer, provided some early lessons from the foundation's State Initiatives in Health Care Reform Program, which uses states as "laboratories" to test different reform approaches. Lessons include: (1) Policymakers' dedication to reform is essential; (2) to attain public support, states...

...enforcement, strict sentencing, and interdiction; 44 percent preferred drug abuse prevention, education, and treatment efforts and job opportunities. When the poll was conducted, the Clinton health reform plan included the availability of thirty-day drug treatment programs for addicted persons. Respondents were asked if that was acceptable or if the plan should offer...on "Public Health in the Inner City: The Effects of Health Care Reform" prior to the Council on Foundations meeting in May 1994. Thomas Bruce, health program director at the W.K. Kellogg Foundation, discussed its Community-Based Public Health Initiative. (See Health Affairs, Winter 1992, page 228.) Robert Eckardt, senior program...

...spoke. For more information, contact Grantmakers In Health, Suite 1102, 1350 Connecticut Avenue, NW, Washington, DC 20036.

"Health Reform in Rural Communities: Implementing an Integrated Health Care Delivery System under Health Reform," a study funded by the Kansas Health Foundation, was published in February 1994. The paper describes seven characteristics that define an "integrated... competition model for national health reform may both help and harm children with special needs. The positive and negative sides (for these children) of eliminating Medicaid (an element of some reform proposals), reducing risk selection, and emphasizing primary care are some of the policy issues discussed. A section on "State Health Programs for Special Populations and Children" also is included. A Free, single copy of the report is available from NASHP, Suite 502, 50 Monument Square, Portland...

...Donner, Earhart, and Sarah Scaife foundations funded the research. Grant watchers will find the discussion stimulating. For information on ordering the book, which has a list price of \$55, contact Greenwood Publishing Group, 88 Post Road West, Box 5007, Westport, CT 06881, 800-225-5800.

Knowing What the Problem Is . . . And Getting...

...report, contact Milbank Memorial Fund, One East Seventy-fifth Street, New York, NY 10021, 212-570-4800.

Market Reforms and Regulation: Lessons from Europe's Health Care Systems, funded by The Robert Wood Johnson Foundation, was published by the Economic and Social Research Institute (ESRI) in March 1994. The authors suggest that Americans should study the health systems of certain European countries (Germany, the Netherlands, Sweden, and the United Kingdom) and their recent "fine-tuning" reforms. One

thing that some may not realize...Potter, HHMI, 4000 Jones Bridge Road, Chevy Chase, MD 20815-6789.

The James Irvine Foundation's board approved a \$5 million, five-year Women's Health Program in March 1994. The program's aim is to "help ensure that the health needs of California women, particularly low-income women and women of color, are met under [state] health system reform," according to the foundation. A limited number of mostly multiyear grants are being awarded in the categories of community grants, leadership development, and public...

...Plaza, San Francisco, CA 94105.

The Robert Wood Johnson Foundation bought a two-hour block of prime time costing \$2.5 million -- from NBC television network for a program focusing on the health care reform debate. The special was shown 21 June 1994 and anchored by Tom Brokaw. RWJF spent another million dollars to...

7/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00885165 95-34557
"The rusty ribbon": John Herbert Orr and the making of the magnetic recording industry, 1945-1960
Morton, David L
Business History Review v67n4 PP: 589-622 Winter 1993
ISSN: 0007-6805 JRNL CODE: BHR
WORD COUNT: 11298

...TEXT: contrast to the European networks, American networks defined themselves in terms of wired program distribution. Recording represented a threat, both because the recording of a network program was piracy of the network's product and because it was technically possible to operate a network by distributing recorded rather than live programming. Radio...managers and factory employees to consult him on personal and business matters. He was paternalistic toward his factory employees, offering a range of benefits including health insurance in addition to such things as Saturday Christian worship services. Orr cultivated the image of a big-grinning, stogie-chomping "good old boy," much to...with the author, 31 July 1993, Atlanta, Ga.

34 "Interview with Nathaniel Welch," by the author, AU Tape; [Nathaniel Welch], "Irish Magnetic Recording Tape Jobber Price List, February 20, 1960"; [Nathaniel Welch], "Webcor Distributors Handling Irish Tape," 10 Nov. 1959; [Nathaniel Welch], "V-M Dealers Who Handle Irish Tape," 6 Nov. 1959...

7/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00835275 94-84667

Dental: What to look for when you shop
Schooley, Edwyn
Employee Benefit Plan Review v48n9 PP: 31-34 Mar 1994
ISSN: 0013-6808 JRNL CODE: EBP
WORD COUNT: 1751

...TEXT: of Dental Consultants.

Ever hear the phrase, "When you've seen one PPO, you've seen one PPO"? It's true; and not only for medical plans, but for dental plans, as well.

Dental benefit plans continue to evolve in concert with changes in the marketplace and with changes in the values...

...the dentist or patient on a fee-for-service basis, or for each service rendered. In a traditional indemnity plan, there is no designated provider network; plan participants may go to the dentist of their choice.

A managed indemnity plan is the same as a traditional indemnity plan, except that it incorporates...increased coverage results from contracting directly with the provider at either a percentage discount of the usual fee (15%-30%, for example) or a scheduled list of fees.

Additionally, in some PPOs, the amount the plan will cover for each service may increase incrementally by structuring the plan so that the dental services...

7/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

00722217 93-71438
Can we help a retarded child without cutting her benefits?
Harris, Marlys
Money v22n7 PP: 27-29 Jul 1993
ISSN: 0149-4953 JRNL CODE: MON
WORD COUNT: 1254

TEXT: Q Our 24-year-old retarded daughter recently moved into an apartment with another disabled woman. Both receive supplemental Security Income (SSI) and Medicaid. How can we leave her some of our estate (we have another child) without curbing her benefits? My wife and I are in our forties...

...more of investment income monthly or 3) gifts of food, clothing or shelter. Joseph L. Matthews, a San Francisco lawyer and author of Social Security, Medicare and Pensions (Nolo, \$15.95), points out that you could buy your daughter a house to relieve her of rent payments, since homes do not...

...suggests that you establish a discretionary trust. This would allow the trustee to cover education, travel, entertainment, telephone calls and medical bills not paid by Medicaid. You should set up the trust now with \$1, and revise your wills to fund it from your estate after you both

die.

Q Please...

...before learning that Ponzi had simply been paying old investors with the money he collected from new ones--thus forever lending his name to such pyramid schemes.

Eugene Keogh, a New York City congressman from 1936 to 1966, has a more worthwhile legacy. In 1957 he introduced legislation that enabled the self ...to 20 years. But your figurines, I'm sad to say, might fetch only \$8 to \$10 each because they are so small (see the price list in her book). There's a club for OJ collectors, and its newsletter, the Upside-Down World of an OJ Collector (called that because you...

7/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

00653021 93-02242
Yes, the Market Can Curb Health Costs
Faltermayer, Edmund
Fortune v126n14 PP: 84-88 Dec 28, 1992
ISSN: 0015-8259 JRNL CODE: FOR
WORD COUNT: 2821

...ABSTRACT: in workers' medical benefits. Premiums were increasing at a 20%-a-year rate since it costs employees nothing to pick an expensive and inefficiently run health insurance plan. In 1991, the Xerox began attaching its contribution to the cost of the most efficient health maintenance organizations (HMO). Many employees have switched to the...

...TEXT: wrestle down the inflation rate in workers' medical benefits. Formerly, since it cost a Xerox employee nothing extra to pick an expensive and inefficiently run health insurance plan, premiums were rocketing at a 20%-a-year clip (see chart). But beginning last year the copier company began pegging its contribution to the cost...

...to force HMOs and other managed-care systems to battle more vigorously for customers. It is the key element of a blueprint for reforming the health system developed by the Jackson Hole Group of experts and executives after two years of meetings in Wyoming.

Several other companies, among them GTE and Digital...

...a foretaste of what's possible. If managed competition became the rule rather than the exception in the U.S., Enthoven says, HMOs and other network-type health plans would dramatically step up their efforts to purge waste while enhancing quality. Says he: "There are a whole lot of ideas out there that are...

...health care can be delivered a lot more economically."

Bill Clinton has promised to introduce a plan during his first 100 days to reform the health system and cover the country's 36 million

uninsured. But the details are yet to come, and a major conflict must be resolved. In the latter...risk of forcing everybody to move someplace else for their health care."

Many other companies were pooh-poohing the idea of letting employees choose their health plans and allowing them an annual chance to switch. "When you hear often enough that your idea is crazy," Nazemetz says with a laugh, "you start..."

...from 52% of its U.S. work force to 59%, and the proportion in benchmark HMOs virtually doubled to 23%. Helen Darling, who runs the health program, says the latest annual migration is smaller, with the HMO contingent edging up to 62%. But the premium increases both for all HMOs and the...

...000 employees and dependents on the lowest-priced HMO in each county. John Klein of the state's employee insurance division says that where the price differences on the menu are significant, "employees are quite price-sensitive and move toward the lowest-cost plans." Not until this year did most of the plans' premium increases...
...Group Health of Minneapolis, will rise only 5.5%.

Big companies like Xerox, or giant employers like the state of Minnesota, can carefully shop for health plans on their own. But what happens to the small fry under a managed-competition regime? The Jackson Hole crowd calls for the creation of new organizations, known as "health insurance purchasing cooperatives" (HIPCs), that would use their sophisticated knowledge and buying clout to procure HMO coverage at the best possible rates on behalf of a assistant executive officer in charge of health benefit programs: "We aggressively negotiate premiums, taking advantage of our \$1.3 billion purchasing lever." Early in 1992, with the recession still squeezing state and local governments, Calpers sought a zero increase in HMO rates and was able to hold all but two health plans to an average increase of 3.1% for the 12 months beginning in August. That saved the system \$90 million. The holdouts were California's...

...be blurred by a hodgepodge of different coverages. The high-cost option, says Elkin, "will now stick out like a sore thumb."

Stanford University's health benefits program is another competitive proving ground. Starting in 1992, the program, which was designed by Enthoven, requires every worker to contribute a token amount even to the cheapest of the four health plans on the menu. The Kaiser Permanente plan will cost \$17 a month in 1993 for a single individual and \$105 for a married couple with...

...Congress to turn up the cost-consciousness dial. They would like to bar employers from deducting the cost of health premiums above those of benchmark health plans in a geographical area. In addition, workers who chose to spend their own money on costlier options, like Mat Amundsen in Salt Lake City, would have to pay the difference in after-tax dollars. In a major shift, both ideas have just been endorsed by the directors of the Health Insurance Association of America. National unions, which generally object to the concept of making workers pay extra for costlier plans, remain opposed.

Local unions, however, have...

...might in the end go along in return for making quality health care available to all the citizenry. The more serious worry is whether the health system can reform itself sufficiently, and fast enough, to produce the savings envisaged by Jackson Hole. "I'm not sure managed competition alone will do it..."

7/3/K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00573025 91-47376
10 Facts About Point-of-Service Plans
Cave, Douglas G.; Tucker, Larry J.
HRMagazine v36n9 PP: 41-46 Sep 1991
ISSN: 1047-3149 JRNL CODE: PAD
WORD COUNT: 3425

...DESCRIPTORS: Health insurance;

ABSTRACT: Many employers are either eliminating or are considering eliminating their current multiple-choice health plans to contract with a single carrier that offers a point-of-service (POS) plan. These plans are commonly referred to as POS health maintenance organizations...

TEXT: Many employers feel that multiple-choice health plans have not been effective in controlling spiraling medical costs. Under the multiple-choice strategy, an employer offers a large number of indemnity and HMO plans...

...for the cost differential of a more expensive plan. Employees then should join plans with lower priced premiums, forcing more expensive plans out of the health-plan market.

However, some employers believe their total premium under a multiple-choice program is increasing faster than it would if only a single plan were...

...copayment of \$10, a 100 percent coinsurance level, and the same out-of-pocket maximum as the traditional plan. The relative value of this in-network benefit offering compared to the sample traditional plan is about 1.10, or 10 percent higher.

Exhibit 1 also illustrates an out-of-network benefit with a...

...from one another?

The key element to any POS plan's success in lowering medical-cost increases is for network providers to properly manage the health-care needs of plan participants. Yet, no standard methodology exists for establishing and managing provider networks. For this reason, insurance-carrier POS plan networks tend to differ in cost...

...efficiency.

Provider profiling method. Developing a profile of provider treatment patterns can help determine the efficiency of current network physicians and hospitals. The profiling technique lists key utilization and charge data on each provider and compares this provider-specific data to a set of treatment standards developed by medical experts. Physicians and hospitals significantly deviating...

7/3,K/10 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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09371482 Supplier Number: 81899407 (USE FORMAT 7 FOR FULLTEXT)
Charting IT's costs - Managers ditch homegrown applications for professional services automation to track time and costs of IT projects and services.

Leon, Mark
InfoWorld, v24, n3, p36
Jan 21, 2002
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1545

... group CIOs," he says.

The investment managers group had plans to implement software from Business Engine, a San Francisco-based PSA vendor. The vendor reports list prices at \$1,000 per seat with volume discounts available. "Typically at Merrill Lunch they would have just gone ahead with the project on their own...

...every month. ... PSA can really show the top brass what they are paying for."

Billing for internal services
Avery Cloud, CIO of Integris, a statewide health system in Oklahoma City, believes users need to know that internal IT does have costs. "Every month we send a no-pay invoice to each division...

...Microsoft SQL Server. "We had limited functions running by January," he says, "and by March we were up and running with phase one."

The PSA list price ranges from \$1,000 to \$1,800 per user with some volume discounts available, Changeoint reps say. Cloud reports the total software license cost for...Francis Group in Westport, Conn.

* Business Engine, PSA: The San Francisco-based company recently announced that Project 2002 will be embedded in its Business Engine Network offering.

* Changeoint, Business Process Automation: The Toronto-based vendor offers individual worker performance monitoring -- performance scorecards based on customizable metrics with the traditional PSA offerings.

* Evolve...

7/3,K/11 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07312814 Supplier Number: 61970676 (USE FORMAT 7 FOR FULLTEXT)
American Medical Security Group Announces Financial Results for 1st Quarter 2000.

PR Newswire, pNA

May 9, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1449

... the last half of 1999, the company implemented significant price increases and exited three unprofitable markets. To reduce claim costs, AMS also initiated a two-tier drug program, recontracted with its pharmacy benefit manager, and implemented a number of projects to enhance claims cost management.

Samuel V. Miller, AMS Chairman, President & Chief Executive...

...the run-off of the CNA block acquired January 1, 1999, the decline in membership in exited states, and lower sales as a result of price increases.

Balance Sheet

At March 31, 2000, the company had a book value per share of \$15.01 and a tangible book value per share of \$7.86...

...Board of Directors voted to expand the common share repurchase program by an additional \$5 million.

American Medical Security Group, through its operating subsidiaries, markets health care benefits and insurance products to small businesses, families and individuals. Insurance products of American Medical Security Group are underwritten by United Wisconsin Life Insurance Company. The company serves...

7/3,K/12 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

06928961 Supplier Number: 58468268 (USE FORMAT 7 FOR FULLTEXT)
Market For Used & Refurbished Medical Products; Global Import/Export Regs. Biomedical Market Newsletter, v9, n11, p25

Nov 30, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Refereed; Trade

Word Count: 19330

... of innovation that will result if used equipment becomes the norm.

One Dutch firm which has managed to resell without disturbing the market is Philips Medical Systems. The firm set up a subsidiary which purchases used Philips medical equipment, conducts repairs and maintenance, and sells the final product ...old ones have been upgraded.

The public sector is the primary end user of medical equipment. It is divided into 2 segments: the Ministry of Health System and the Social Security System. The private sector is strong and has state-of-the-art medical facilities.

Because of new investments in hospital facilities...

...2 groups of medical equipment users. The first group is the public

sector. This group is in turn, divided into 2 segments: the Ministry of Health System and the Social Security System. The second group is formed by private hospitals and clinics. Other users are small private clinics with less than 20...more efficient than the one currently in use for public hospitals. It is anticipated that the model will be implemented in the rest of public health system. This will bring more competition and efficiency to the medical equipment market.

Import Climate

There are no regulations, technical or safety standards applicable to medical...

...for 1995 was \$67 mm and \$88 mln in 1996. Out of the \$88 mln total market in 1996, industry sources estimated that some \$15 mln was for refurbished equipment mainly bought by the private hospitals and clinics.

The US has been a major provider for refurbished equipment with an estimated...supplier's preference

Shipping Terms:	CIF Yekaterinburg
Response Language:	English
Best Way To Respond:	Fax, E-Mail
Information Desired From US Firm:	Product Specifications (Catalogs), Price Lists
Terms Of Delivery:	N/A
Primary Buying Factor:	Price, Quality
Company Data	
Year Established:	1988
Number Of Employees:	25
Annual Sales:	\$50,000
Member Of...	

...disposable needs, medical gloves, clinical drugs or maintenance services.

Market Profile

Over the course of the 1990s it has become increasingly evident that the existing healthcare system in Russia is inefficient and mismanaged. There is as yet no real healthcare market.

Historically, all healthcare services were provided by state-owned polyclinics (outpatient...

...liberalization of prices, privatization and opening of the market to foreign suppliers has helped to resolve the supply problem. However, the transformation of the existing healthcare system into an efficient, well-managed, integrated, and continually improving system, has yet not been achieved.

Little money is being spent to maintain existing assets, and...

...regulating its healthcare industry. Many draft laws, including a Law on Medicines, a Law on Medical Equipment, a law on Foreign investment, a Law on Medical Insurance, a Law on Federal Healthcare and a Law on Municipal Health Care, are being discussed by the Russian Parliament, but have not yet been adopted...

7/3,K/13 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

06283918 Supplier Number: 54431152 (USE FORMAT 7 FOR FULLTEXT)

Telecom Italia First Major European Customer for QueryObject.
Business Wire, p1036
April 21, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1120

... possible, and therefore to more efficiently conduct target marketing and customer retention campaigns.

"Telecommunications is one of our three key vertical markets, in addition to health care and insurance, and financial services," commented QueryObject Systems' CEO, Robert Thompson. "Businesses in all of these sectors generate massive amounts of customer and transaction data, which can provide these companies with valuable business information if properly organized and analyzed. Telecom Italia, like our other telecommunications customers, is able to manage its telecommunications network and its marketing efforts more efficiently and profitably as a result of the QueryObject System. Our Telecom Italia win once again proves that the QueryObject System can analyze...

...to Marco Carlettino, Manager Informational Systems Projects for the International Services Division of Telecom Italia, "New campaigns have been designed and delivered, and a new price list for our international traffic was implemented before the Christmas period. As a result, new market opportunities have been uncovered which will allow us to provide...

...departments can find funds and credibility to start the IT revolution."

About the QueryObject System

The QueryObject System allows data intensive organizations such as telecommunications, healthcare and insurance, or financial services companies to achieve competitive advantage by rapidly analyzing very large volumes of complex business data over Internets or corporate networks, or on...

7/3,K/14 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

05327603 Supplier Number: 48108460 (USE FORMAT 7 FOR FULLTEXT)
ListsNet Makes Internet Mailing Lists Easier to Use
PR Newswire, p1106CLTH011
Nov 6, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 654

... list.

"I used to spend time every day separating my list mail from my personal mail," said Ken Brubaker, senior architect at HBO & Company, a healthcare information systems company in Wheeling, Ill.
"Because ListsNet Tuner sorts it for me automatically, I can read the list mail at my convenience."

Posting new messages to...

...mail programs. A 30-day evaluation version is freely available from the ListsNet website at <http://www.listsnet.com>. The commercial version, with a suggested list price of \$34.95, is available for online purchase from BuyDirect (<http://www.buydirect.com>) and Software.Net (<http://www.software.net>).

"ListsNet Tuner is a...

...or Bruce Newburger of Dynamics Online, 440-498-4040, or bn@dynamicsonline.com/

/Web site: <http://www.listsnet.com/>

CO: GroupWorks Technologies
ST: Illinois
IN: MLM
SU: PDT

LA-JS

-- CLTH011 --

9248 11/06/97 10:06 EST <http://www.prnewswire.com>

7/3,K/15 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

04344098 Supplier Number: 46370942 (USE FORMAT 7 FOR FULLTEXT)
Messenger Can Negotiate UR, But It's Still Seen as Risky
Healthcare Business & Legal Strategies, v5, n9, pN/A
May 8, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 300

(USE FORMAT 7 FOR FULLTEXT)

ABSTRACT:

TEXT:

...t have carte blanche to act on behalf of network members, warns Charlotte, N.C., attorney Mark Horoschak. Hospice Network of New Jersey includes seven Medicare-certified hospices, each serving a different county. It's non-exclusive, so its members can join other networks or health plans, but it's not fully integrated. The hospice does plan certain operational consolidation, such as common marketing and training. To negotiate fees, the network plans to use the messenger model, in which a third party ferries information between payers and networks without negotiating. Each hospice will give the messenger a list of prices it'd take per service. The messenger will give this data to payers, seek contracts, and carry offers back to each member hospice. Each hospice...

7/3,K/16 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

02959038 Supplier Number: 44005512 (USE FORMAT 7 FOR FULLTEXT)
UP CLOSE AND PERSONAL
VARbusiness, p46
August, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2368

... volumes needed to participate (\$1,000 per month minimum) are significantly lower than most of Merisel's competitors' programs.

This is more than the typical tiered program and a customized price list. Merisel recognized that VARs want personalized attention - a relationship with their sales reps - and have set out to make sure they get it. The company...technical support, free CAPS installation (Ingram's on-line ordering system), and customized pricing via diskette. The program also offers these VARs access to group medical insurance, something small businesses often can't afford on their own. Joining this program requires a VAR to make a minimum \$50,000 annual purchasing commitment...

7/3,K/17 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

0020174128 SUPPLIER NUMBER: 94882838 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hungary Business Report Weekly.
Hungary Business Report Weekly, NA
Nov 4, 2002
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 18042 LINE COUNT: 01412

... the government program will also start to be implemented, with the cost of this measure to reach HUF 32 billion in 2003, she added. The health insurance fundCOs budget, excluding drug subsidies, will increase by HUF 150 billion next year to HUF 622 billion, said the minister.

Deficit reduction only C pound sterlingan...HUF 3 per liter.

MOL fuel prices as of October 30

Source: MOL. The company notes that prices at the pump may differ from the list price determined by MOL.

TELECOMMUNICATIONS & IT

COMPANY NEWS

Pannon GSM profit growth slows in Q3, but captures 46% of new mobile subscribers

Pannon GSM, Hungary's...models before the end of the year. All three GSM service providers carry Siemens phones.

COMPANY NEWS

HP and Sun Microsystems to participate in Cisco Network Academies program

The Hungarian subsidiaries of HP and Sun Microsystems will provide support to the Cisco Network Academy Program (CNAP) operated by Cisco Systems Hungary under an agreement signed Tuesday. Currently the CNAP reaches 1500 students at 52 locations in Hungary, providing training in...

7/3,K/18 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

0020169297 SUPPLIER NUMBER: 94573244 (USE FORMAT 7 OR 9 FOR FULL
TEXT)
Czech Republic & Slovakia Business Report.
Czech Republic and Slovakia Business Report Weekly, NA
Oct 25, 2002
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 21457 LINE COUNT: 01633

... on November 7.
ECONOMIC POLICY
VZP health insurer runs CZK 2 bn deficit at end of first half
Vseobecna zdravotni pojistovna (VZP), the company providing
health insurance to 70 % of Czechs, ended 1H 2002 with a
deficit of CZK 1.84 bn, says general director Jirina Musilkova.
VZP expects the deficit to...

...minor problems due to the mid-August floods, seeing a slight decrease in
collected premiums in the areas hardest hit.

VZP is the largest Czech health insurance company with 7
mln clients at the end of 1H 2002. VZP was established on 1 January 1992.
ECONOMIC POLICY

Dutch firmCOs bid on D47...capacities by closing its plant in
BritainCOs York and selling its Meva Romania facility.

Thrall Vagonka Studenka showed an audited loss of CZK 22.95
mln in 2001, against a loss of CZK 202.51 mln in 2000. Revenues from
sales of its products and services dropped to CZK 1.011...over 13 % to CZK
176 mln. The firmCOs performance was positively influenced by a revival on
world steel markets and an increase in its product prices.

VPFMCOs monthly sheet metal output is 18,000 tonnes from the
cold rolling mill and 3,600 tonnes from the hot rolling mill.

By the end of this...set September 14, 1993. The index reflects
development only on the BSSE, and has been based to date on the average
prices stated in the price lists.

*SDX (Slovak Bond Index) is a bond market indicator of Bratislava
Stock Exchange. It was introduced on October 1, 1996.

The SDX index has two...

7/3,K/19 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

0020164251 SUPPLIER NUMBER: 94198859 (USE FORMAT 7 OR 9 FOR FULL
TEXT)
Steel tariffs--critical analysis and commentary.
Abboushi, Suhail
Global Competitiveness, 10, 1, 177(12)
Annual, 2002
ISSN: 1071-0736 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3988 LINE COUNT: 00404

... and National, have been less successful.

These companies are burdened with huge liabilities on their balance sheets, most notably the "legacy costs" which are the health insurance and pension liabilities to their retirees. Past inflated employment practices have caught up with big steel. At US Steel, there are five pensioners for every...

...retirees to utilize the existing benefits offered by the Pension Benefit Guarantee Corporation (PBGC), in addition to tax credits to lessen the cost of obtaining health care insurance. With regard to trade barriers, the administration imposed tariffs of 8 to 30 percent on steel imports as illustrated in Table 3. The tariffs were...

...United States at remarkably steady levels in recent history, hovering around 6 million tons a year. Armed with this argument, the EU announced a two-tier plan of reprisals against the US. EU plans to impose a 100 percent tariff on close to \$400 million worth of US products as early as...

...tariffs have distorted the picture. With tariffs of up to 30 percent on imports, US steel producers took advantage of the situation and hiked their prices. Hot rolled steel sheet sold for \$210 a ton in 2001. In April 2002, the price went up to \$240 and in May rose again to \$300 a ton ...

7/3,K/20 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

0019743734 SUPPLIER NUMBER: 54744319 (USE FORMAT 7 OR 9 FOR FULL TEXT)

QUERYOBJECT: Telecom Italia first major European customer for QueryObject.
M2 Presswire, NA
May 26, 1999

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1196 LINE COUNT: 00106

... possible, and therefore to more efficiently conduct target marketing and customer retention campaigns.

"Telecommunications is one of our three key vertical markets, in addition to health care and insurance, and financial services," commented QueryObject Systems' CEO, Robert Thompson. "Businesses in all of these sectors generate massive amounts of customer and transaction data, data which...

...provide these companies with valuable business information if properly organized and analyzed. Telecom Italia, like our other telecommunications customers, is able to manage its telecommunications network and its marketing efforts more efficiently and profitably as a result of the QueryObject System. Our Telecom Italia win once again proves that the QueryObject System can analyze...

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7/3,K/21 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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0019736543 SUPPLIER NUMBER: 54460540 (USE FORMAT 7 OR 9 FOR FULL TEXT)

QUERYOBJECT SYSTEMS: Telecom Italia first major European customer for QueryObject.

M2 Presswire, NA

April 23, 1999

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1243 LINE COUNT: 00111

... possible, and therefore to more efficiently conduct target marketing and customer retention campaigns.

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7/3,K/22 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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15525188 SUPPLIER NUMBER: 94894584 (USE FORMAT 7 OR 9 FOR FULL TEXT)
They're pumped! While the economy slipped, Indiana's Growth 100 companies
grew an average of 68 percent in the last two years. (Cover Story).
Kaelble, Steve
Indiana Business Magazine, 46, 11, 10(5)
Nov, 2002
ISSN: 1060-4154 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2406 LINE COUNT: 00186

... a share of the royalties paid every month and a share of the
franchise fees."

The Class Unlimited arrangement brings some of the benefits of
multilevel marketing to the pizza business. It has given the
overall East of Chicago chain a stronger foothold in Indiana than it
otherwise might have gained at...for \$ 269 or a three-month magazine ad for
\$129, or perhaps choosing consulting services for \$100-\$600. Sellers may
also choose for an additional fee to list their homes on the
local Multiple Listing Service that real-estate agents access, though they
must agree to pay a 3 percent to 3.5...re not always looking at the bottom
line. We're looking at the quality."

FirstCare provides contract rehab services for organizations such as
Porter Memorial Health System. "We'll develop their budget each
year and look at new product lines," Frigo says. "We just started a
lymphedema program for Porter Memorial for..."

7/3,K/23 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

15038106 SUPPLIER NUMBER: 91568399 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The determinants of HMOs' contracting with hospitals for bypass
surgery.(Statistical Data Included)
Gaskin, Darrell J.; Escarce, Jose J.; Schulman, Kevin; Hadley, Jack
Health Services Research, 37, 4, 963(22)
August, 2002
DOCUMENT TYPE: Statistical Data Included ISSN: 0017-9124
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 8140 LINE COUNT: 00774

TEXT:

...enrollment has increased from 33.3 million in 1990 to 80.9 million
in 2000 (InterStudy 2001). Health maintenance organizations combine the
insurance function of health plans, that is, the financing of
their enrollees' medical care, with the provider functions of coordinating
and delivering of care (Weiner and de Lissovoy 1993). By...

... controlling for other factors. In contrast, commercially insured
HMO and non-HMO patients in Florida were similarly distributed across
hospitals of different quality levels, whereas Medicare HMO patients
in Florida used lower quality hospitals than patients in the standard
Medicare program.

In this study we analyze the contracting process between HMOs and

hospitals for coronary artery bypass surgery (CABG). We ...A second possible rationale for contracting with a hospital the HMO does not expect to use is that including the hospital in the HMO's network may have marketing value. For example, a contract with a costly teaching hospital may signal potential members that the HMO values high quality care.

Allowing for the possibility...know beforehand that the HMO will only use their facility in the event of emergency, they are better off not having a contract and charging list prices for the CABG services. So under what market conditions can HMOs encourage hospitals to accept contingent/marketing contracts? Possibly when HMO markets are concentrated, HMOs...identify hospitals they contracted with and the hospitals they used for CABG services in the last fiscal year for their enrollees in a particular MSA. Health maintenance organization plan and market characteristics were obtained from InterStudy (1997). Measures of hospital characteristics and market structure were constructed from the 1996 AHA Annual Survey of Hospitals...Z-score based on its number of CABG patients and the difference between its predicted and actual number of CABG patient deaths. Using the 1995 Medicare Provider Analysis and Review (MedPAR) data we estimated a logistic regression model to predict the likelihood of a CABG patient dying in the hospital as...0.18 percent. However, our estimate of the magnitude of this effect may be biased by our measure of quality, which is based only on Medicare CABG mortality. Hannan et al. (1997) suggest that in assessing hospital quality for CABG surgery, it is preferable to use an administrative database that includes all patients rather than one limited to Medicare patients. Although, Medicare data is probably the only national data HMOs could use to evaluate hospital CABG mortality. Also, our measure does not consider other indicators of hospital...This behavior can be accommodated within the conceptual framework by assuming that such hospitals' supply prices are infinite.

(3.) There were no group/staff and network/mixed-model plans in high HMO penetration, low HMO competition, and high hospital competition areas.

(4.) We believe this was due ...Journal of the American Medical Association 262 (4): 503-10.

Hannan, E. L., M.J. Racz, J. G. Jollis, and E. D. Peterson. 1997. "Using Medicare Claims Data to Assess Provider Quality for ...Care Different? Old Questions, New Answers." Journal of Health Politics, Policy and Law 13 (2): 227-37.

Pauly, M. V. 1988b. "Market Power Monopsony and Health Insurance Markets." Journal of Health Economics 7: 111-28.

Patterson, R. V., and H. M. Katz. 1983. "Investor-Owned and Not-for-Profit Hospitals: A Comparison...of Health Economics 7: 3-83.

Weiner, J. P., and C. de Lissovoy. 1993. "Razing a Tower of Babel: A Taxonomy for Managed Care and Health Insurance Plans." Journal of Health Politics and Law 18 (1): 75-103.

Zwanziger, J., and A. Meirowitz. 1997. "Strategic Factors in Hospital Selection for HMO and PPO...Research Institute, and Professor of Medicine at the Duke University Medical Center, Durham, NC. He is also Professor of Business Administration and Director of the Health Sector Management Program at Duke University's Fuqua School of Business. Jack Hadley, Ph.D., is Principal Research Associate, The Urban Institute, Washington, DC, and Senior Fellow, Center for Studying Health System Change, Washington, DC.

7/3,K/24 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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14899426 SUPPLIER NUMBER: 88703691 (USE FORMAT 7 OR 9 FOR FULL TEXT)
On the determinants of capital flight from Russia.
Mulino, Marcella
Atlantic Economic Journal, 30, 2, 148(22)
June, 2002
ISSN: 0197-4254 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 13022 LINE COUNT: 01118

... budget at nearly 6 percent of GDP (from nearly 2 percent in 1993), while arrears to the extra-budgetary funds (Pension, Social Insurance, Employment, and Medical Insurance Funds) were over 4 percent of GDP. The government is a guilty party in the arrears problem, as federal government debts to the economy may...anticipated a recovery in inflation. In 1998, on average, the ratio fell to 15 percent.

(25.) Examples of misplaced confidence in transition economies are the pyramid schemes that promised high returns that can only be met by attracting new ...context of estimating country risk.

(32.) According to the director of a powerful Moscow bank, government officials who issue licences and permission practically have a price-list hanging on the office wall.

(33.) As for the type of corruption, Roaf (2000) distinguishes between petty corruption, where low-ranking officials supplement inadequate salaries...

7/3,K/26 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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10206801 SUPPLIER NUMBER: 20556247 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Working the floor. (list of exhibitors)(BookExpo America '98)(Cover Story)
Publishers Weekly, v245, n18, p88(75)
May 4, 1998
DOCUMENT TYPE: Cover Story ISSN: 0000-0019 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 69778 LINE COUNT: 05895

... available to answer questions about Internet programs and computer-based services and products, publications, books, educational activities, research, government affairs and member programs such as health insurance, business insurance, credit-card processing and small-package shipping plans. Featured: ABA's new Open Learning Study Series; demonstrations of new and up-to-date electronic services...for four booksellers placing orders with any exhibitor at BEA as part of the "I Do Business at BookExpo America" contest. Booth: 4270.

NATIONAL BOOK NETWORK

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UNIV. PRESS OF COLORADO

Publishes fiction, poetry and scholarly books on the history of the American West, archaeology and anthropology of the Southwest...

7/3,K/27 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

08705066 SUPPLIER NUMBER: 18304166 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Working the floor. (companies that will exhibit in the 1996 American Booksellers Association convention)
Tardiff, Jill A.; Mazmanian, Adam
Publishers Weekly, v243, n21, p87(71)
May 20, 1996
ISSN: 0000-0019 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 58249 LINE COUNT: 04965

... be displayed and staff will be available to answer questions about publications; books; educational programs; research; government affairs; and member programs in the areas of health and business insurance, long distance savings, credit card processing and small package shipping plans. Featured: an electronic display of BookWeb, ABA's Web site, which includes book news... Business Statistics of the United States: 1995 Edition; GATT Analytical Index; Datapedia of the United States, 1790-2000; The Big Emerging Markets. Discounts' 25% off list price on originals; 35% off list price on reprints; free freight to bookstores. Last day special: 50% off list price on display copies; see booth for details. Booth: 2516.

BERRETT-KOEHLER PUBLISHERS

Booth: 2453.

THE BESS PRESS

Booth: 1479.

BEST SELLERS PUBLISHING

Booth: 2959.

BETHANY... in the Regular Classroom by Susan Winebrenner; The Chemy Called Al by Wendy Isdell. Discounts: retail accounts: 50% and free freight; library accounts: 10% off list prices when ordering 10-24 products; free freight. Booth: E4612.

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Specializes in science, computer and mathematics titles as well as trade adult and... booksellers working with commissioned reps. Featured: free brochures: "Selling on Commission," "Buying Books," "Marketing Advice for Very Small and Self-Publishers." Booth: 3260.

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Allyear Tax Guides; American

7/3,K/28 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07718894 SUPPLIER NUMBER: 16669229 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Alphabetical listings: how to use the 1995 Health Management Technology
market directory issue.
Health Management Technology, v16, n3, p14(64)
Feb 15, 1995
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 66155 LINE COUNT: 05980

The first section, "Alphabetical Listings," is list of all
healthcare information systems organizations appearing in the
1995 Market Directory. Listings in this section include the company's name,
address, contact names and all pertinent phone numbers. Each...

...to \$109,950 Hardware/Operating System: IBM PC, IBM RISC, Other RISC,
UNIX, XENIX Access HealthNet, Inc. is engaged in the development and
delivery of healthcare information systems. Utilizing the
company's proprietary software and hardware, ACHS supplies its
comprehensive family of products to physicians' offices, hospitals,
clinics, laboratories and free standing radiology...

...testing and certification. This IBM-based interactive system uses
on-screen patient simulations and electronic mannequins to teach and
evaluate decision-making and hands-on medical skills.

ADAM Systems, Inc. 4299 Carpinteria Ave. Carpinteria, CA 93013
(805) 684-6400; FAX: (805) 684-0838 Larry Wellan Director, Sales and
Marketing Market: National; South and Central...

...Group Practices Total Installed: 1 1 Price Range: \$40,000 and up
Hardware/Operating System: Client-server open architecture, RISC, UNIX,
VMS, DOS ADAM Systems' Medical Records Management System (MRMS)
is a client-server, networked LAN and WAN) computerized records management
system designed for capture, storage and viewing of medical records,
patient accounting and...for individual patients. The service has been used
to evaluate a single MPI for split records and multiple MPIs for overlap of
patient records.

Advanced Medical Systems (AMS) 810 Bear Tavern Rd., Ste.
307 West Trenton, NJ 08628 (800) 764-1947; (609) 882-6889; FAX: (609)
882-6881 Ozzie Pedrera General Manager...

...provides maximum flexibility. Since its first installation in April,
1991, AMISYS has been selected by more than 40 organizations to administer
HMO, PPO, TPA, POS, Medicare, Medicaid, Medi-Cal and indemnity
product offerings.

AGE Logic, Inc. 9985 Pacific Heights Blvd. San Diego, CA 92121 (619)
455-8600; FAX: (619) 597-6030 Renee Lawrence Marketing Coordinator Market:
National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group
Practices; Home Health; Physicians; Insurance Companies Price
Range: \$195 to \$495 AGE Logic, Inc. is a supplier of X Window System server
software that enables PCs, terminals, workstations and embedded...312)

787-9793 Steve McKenzie Director of Marketing and Creative Services Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies AHIMA is the professional organization of more than 33,000 experienced specialists in health-information management. Members are experts in securing, analyzing and integrating...

...2437 (202) 728-0506; FAX: (202) 728-0609 Charles W. Stellar President Market: National HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies National managed-care trade association. Lobbying/advocacy, educational conferences and industry research.

American Medical Informatics Association 4915 St. Elmo Ave., Ste. 302 Bethesda, MD...

...of patient care, teaching, research and administration. AMIA's membership consists of physicians, educators, nurses, medical librarians, researchers, biomedical engineers and others.

American Society of Health-system Pharmacists (ASHP) 7272 Wisconsin Ave. Bethesda, MD 20814 (301) 657-4383; FAX: (301) 657-1251 Customer Service Market: National; Worldwide Hospitals; HMO/PPO/Managed Care...gather and store patient information from multiple hospital legacy systems. The Keystone clinical database repository provides the starting point for the computerized patient record.

AMI Healthcare Systems Group 7231 Forest Ave. Richmond, VA 23226 (804) 285-9090; FAX: (804) 285-9167 Hal Gurrnieri President Market: National HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 100+ Price Range: Platform and number of users dependent Hardware/Operating System: IBM, Hewlett-Packard/AIX and HP/UX Modular, completely integrated ...

...2,995 network version Hardware/Operating System: IBM compatible running Windows 3.1 (386/33, 4MB RAM, VGA monitor) AMT Software offers a series of Medical Device Training Programs. The "Interactive Guide to Infusion Devices" covers 100 models and provides competency assurance for JCAHO surveys. This comprehensive tool offers CEUs and is ideal... location, portable, on and off line, magnetic, bar code, telephone and LAN. IBM PC-compatible, single, multiuser, EDI to mainframe. Average payback eight months.

Ancillary Health Information Systems 2131 Becker St. Charleston Heights, SC 29405 (803) 747-0640; FAX: (803) 747-0669 Cynthia Miller Marketing Representative Market: National; Canada, Europe, Africa Hospitals; HMO...

...A. Rey Worldwide Healthcare Industry Managing Partner Market: National; Europe, Asia, Australia, Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Andersen Consulting is an international management and technology consulting organization whose mission is to help ...consulting services since 1970 Independent professional consulting practice providing "high-touch" solutions for "high-tech" problems in the healthcare field. More than 27 years of healthcare information system and management engineering expertise and experience. Specializing in point-of-care and clinical information systems. Publisher of "Guide to Point-of-care Clinical Information Systems" and other publications

resulting from extensive research studies in healthcare information systems and technology. We can help ... cost-effectively!

Anixter 4711 Golf Rd. Skokie, IL 60076 (800) 323-8166; (708) 677-2600; FAX: (708) 673-9053 Bill...

...VAX, Alpha AXP, DEC Station, and PC platforms (Open VMS, DSM, OSF/1, DOS) and IBM RISC System 6000 (AIX, MSM, Micronetic MUMPS, DOS). Answers Medical Information Systems provide medical laboratories with enterprisewide computing solutions. Answers Laboratory Systems, Answers Financial Systems, Answers Information Support Systems, Answers Consulting Services, Answers Blood Bank Systems, Answers Supplies, Answers Integration Services.

APACHE Medical Systems, Inc. 1650 Tysons Blvd., Ste. 300 McLean, VA 22102 (703) 847-1400; FAX: (703) 847-1401 Sherrie Jones Director of Marketing Market: National; UK, Japan, Germany, Australia Hospitals Total Installed: 30 critical-care systems; 100+ other Price Range: \$6,000 to \$500,000 APACHE Medical Systems provides outcomes information systems and applications consulting for all patient types throughout the continuum of care. The APACHE Outcomes Management Architecture is structured to achieve...6200; FAX: (801) 464-6201 Karen Stevens Channel Sales Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1,900 to 2,000 Price Range: \$75 to \$1,800 Hardware/Operating System: Windows and... HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices Aspen provides support service to healthcare providers and agencies in planning, designing, developing and maintaining health information management systems--both manual and automated. Services include records coding and abstracting, auditing claims data, managing accounts receivables and defining, evaluating, selecting and implementing automated systems and... 580-4721 Raymond Dudley General Manager Market: National; Europe, Asia, the Pacific, Central and South America Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies Hardware/Operating System: UNIX Rel. 4.0, MS-DOS, OS/2, MS Windows, MOTIF; Industry-standard hardware platforms including 180486, 180386, RISC, MIPS, TANDEM...

...Doreen V. Blanc, Ph.D. President Market: National; Canada, Finland, Japan, Sweden, France Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Marketing research, telemarketing design and development for medical equipment and medical computer companies. Market research, telesales, inside sales design and training on customer/patient...

...2273; FAX: (213) 876-2033 Andrae Corrigan President Market: National; Canada, Europe, South America HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 70 Price Range: \$15,000 to \$200,000 Hardware/Operating System: PCs, RISC, Mainframes, DOS, UNIX, VM, NOVELL ACMS, Inc. provides enterprisewide...

...human services and medical environment. ACMS provides complete software support including project management, requirements analysis, system overview, design planning, application implementation, training and documentation.

Automated Health Systems, Inc. P.O. Box 1043 Jackson, MS
39213-1043 (800) 826-4068; (601) 932-3704; FAX: (601) 936-5886 Liz Risher
Market: AL, AR, FL...

...Hospitals; Clinics/Group Practices; Home Health; Physicians Total
Installed: 140 Price Range: \$10,000 and up Hardware/Operating System:
HP-UX, SCO UNIX, DOS Automated Health Systems, Inc. designs and
develops hospital information management systems for medium-sized rural
hospitals and markets Practice Plus to handle the needs of physicians and
multispecialty...

...Multifacility processing, paperless report distribution and
client-server architecture are just a few of the innovative options API
offers. Payrolltime automates time and attendance for healthcare
systems across the country. Founded in 1982, hospitals are API's only
business with clients ranging in size from 500 to 16,000 employees.
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...670-8888; FAX: (508) 436-3658 Julie Ford Manager, Industry Marketing
Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Price
Range: \$399 to \$24,000 U.S. base price Bay Networks, Inc., the merged
company of Syn...internetworks.

BDM Information Systems 890 E. Higgins Rd., Ste. 149 Schaumburg, IL
60173 (708) 240-2883; FAX: (708) 240-2826 Denny C. Briley, Pharm. D.
Health Systems Manager Market: National; Canada Hospitals;
HMO/PPO/Managed Care; Multi-Facility Organization; Community Health
Networks Total Installed: 100 Price Range: \$50,000 to \$300,000
Hardware/Operating System: Independent software using DOS, network and UNIX
applications platforms Specialist in consulting, marketing, design,
development, installation, training and support of healthcare
systems software on mini, micro and supermicro technology.
Applications include pharmacy, CPT/ATD, dietary, medical records, radiology
and nursing. Development performed on hardware-independent systems.
Beacon...

...DOS environment.

Belle Oaks of America, Inc. 8742 High Dr. Leawood, KS 66206 (913)
341-7296; FAX: (913) 341-0902 Ed Simmons, C.P.C. Healthcare
Systems Recruiter Market: National Provides HIS vendors nationwide
assistance in recruiting for installation, marketing support and
product-management employment.

BeneSys, Inc. 5716 Corsa Ave., Ste. 1...

...and financial information (residual values, purchase/lease prices) for
IT assets. Decision-support tool for managing, acquiring and disposing of
assets at optimal times.

Berdy Medical Systems, Inc. 365 W. Passaic St. Rochelle
Park, NJ 07662 (800) 66-BERDY; (201) 843-3366; FAX: (201)
843-0364 Steven Mariconda Vice President HMO/PPO/Managed Care;
Clinics/Group Practices Price Range: Contact vendor Hardware/Operating
System: Macintosh System 7 Berdy Medical Systems combines
clinical and technological expertise to create next-generation healthcare
informatics offerings. The company develops and markets software for
clinicians that increases efficiency, contains costs...

...Idaho Pl. Costa Mesa, CA 92626-2207 (800) 875-8181; (714) 434-9500; FAX: (714) 434-9755 David G. Anast Publisher Market: National; International Home Health Hardware/Operating System: IBM, Macintosh Biomedical Market Newsletter, a monthly business, financial, marketing and regulatory resource. Also publishes directories.

Biovation, Inc. 875 Alfred Nobel Dr. Hercules, CA 94547...

...60005 (800) 888-8717; (708) 228-9404; FAX: (708) 228-9424 Market: National; Canada HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Price Range: \$200 and up Collect, manage and market physician targeting and profiling data on treatment patterns and practice characteristics. Provider of lists, databases...

...828-2722; FAX: (610) 828-8257 Kevin Holst Vice President, Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; ...Facility Organization; Community Health Networks Total Installed: 1,400 Price Range: \$1,000 to \$350,000 Bukstel & Halfpenny, Inc. develops clinical communications systems that integrate healthcare systems and data delivery through a community health information network. Our systems allow the communication of patient data between hospital systems, reference laboratories, radiology groups, managed...

...extract 71138; FAX: (603) 337-2211 Alisha Randall Sales Administration Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 63,000 Hardware/Operating System: All computer networking products Cabletron Systems is the worldwide modular hub...

...916) 478-9041 Tawnya Kuns Market: National; Worldwide except Iran, Libya, N. Korea Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 12,000 Price Range: \$795 Hardware/Operating System: PC + compatible, DOS or Windows California Scientific Software designs, develops, manufactures, supports and sells...Operating System: PC, Windows The CareWare Managed-Care System is a powerful software tool that provides a solution to controlling medical costs. Utilizing nationally recognized medical guidelines, the system empowers the Medical Case Manager to manage and control the entire medical episode on a prospective, concurrent and retrospective basis.

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...30093 (404) 381-7771; FAX: (404) 381-8501 Sandra Morris President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Search and recruiting services for executive management, sales and marketing, implementation and development for the healthcare information-systems industry. Clients include vendors, consulting firms, hospitals, clinics and managed-care organizations.

CASNET Group, Inc., The 4455 Hills & Dales Rd., N.W. Canton, OH 44708 ...and the fourth is a national-level database for productivity comparisons and profiling. Three internal modules perform productivity analysis, cost accounting and income projection for Medicare and third-party payers using the RBRVS.

Century Analysis Inc. 114 Center Ave. Pacheco, CA 94553 (510)

680-7800; FAX: (510) 676-6857 John di...

...based on such factors as bed size, patient volumes, and facilities
Hardware/Operating System: Digital's VAX/VMS and Alpha Cerner develops,
installs and supports health information systems for hospitals,
HMOs, clinics and reference laboratories. Our software products provide an
intrarelated solution and support the needs of each clinical discipline,
including laboratory, pharmacy...

...Multiuser UNIX environments, hardware varies depending upon product
selection CES HIS provides integrated solutions to healthcare providers for
electronic transactions through our clearinghouse for eligibility.
Medicaid enrollment, claims processing, remittance advice, managed
care, physician billing, payment services, document scanning and
receivables servicing for financing. CES HIS is comprised of Mede America
...

...Hospitals; HMO/PPO/Managed Care; Insurance Companies; Multi-Facility
Organization; Community Health Networks Charles J. Singer & Co. is
nationally recognized as the leading source for healthcare
-information systems market research and consulting services. They
offer market intelligence on technology trends, I/S vendors, prospect
databases, managed-care organizations, market overviews and emerging
delivery...

...3912; FAX: (313) 761-9366 Steven P. Tiohe Vice President Market:
National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Chi
Systems' consultants are experts in I/T planning, ...network
computing environments.

Cincom Systems, Inc. 2300 Montana Ave. Cincinnati, OH 45211 (800)
543-3010; (513) 662-2300; FAX: (513) 481-8332 Tony Spugnardi Manager,
Healthcare Information Systems Market: National; Canada,
Europe, Japan, SE Asia, Australia, Latin America, Africa, Middle East Price
Range: \$6,000 to \$150,000 Hardware/Operating System: Runs on...

...Clinics/Group Practices Total Installed: 800+ Price Range: \$15,000 to 1
million Hardware/Operating System: UNIX, XENIX, AIX - all compatible
hardware platforms The CIVITEC Medical System is a
full-featured sophisticated software package designed for the medical
office. Written in the latest fourth-generation language. The system
completely automates the medical office. The system modules
include billing, receivable tracking, appointment scheduling, patient-care
management and managed-care management.

Clary Corp. 1960 S. Walker Monrovia, CA 91016 (800) 44-CLARY...1685
Ellen Graves Marketing Coordinator Market: National; Canada, Mexico, South
America, Australia, England Hospitals; HMO/PPO/Managed Care; Long-term
Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Total Installed: 30,000 Price Range: \$395 to \$595
single user; \$895 to \$995 multiuser; \$2,495 to \$2,995 site license; annual
renewable...

...Companies; Multi-Facility Organization; Community Health Networks
Founded in 1970, CMSI is a management firm designed to provide strategic
management and technology services to the healthcare information
systems industry. its service package includes outsourcing, facility
management, organization development, strategic business planning, business

development, operations assessment, acquisition assistance and consulting. CodeMaster Corp. 312 Lincoln...2647; (213) 250-5600; FAX: (213) 250-4863 David Manigault Senior Vice President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: All COHR Inc.'s Information MasterPlan, Performance Connection and Purchase Connection programs provide consultation, development...

...equipment leasing, remarketing and refurbishing, business continuity, consulting and strategic planning, asset-management software tools, data center moves and/or consolidations and more.

CoMed (Collaborative Medical Systems) Two University Office Park, 51 Sawyer Rd. Waltham, MA 02154 (617) 642-6200; FAX: (617) 642-6222 Carol Donohue Mktg. Mgr. Market: National; Canada Hospitals...

...FAX: (404) 850-9616 Pamela I. Hanlon Executive Director and CEO Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks The COMNET Society is a not-for-profit membership organization dedicated to the collaborative advancement of enabling delivery...Installed: 62 Price Range: \$750,000 and up Hardware/Operating System: Data General AViON, IBM RS/6000, Hewlett-Packard 9000 Series Affinity is Compucare's healthcare information systems solution, providing patient information, patient care, financial and department management capabilities. Compucare also offers HSII Managed Care and HSII Practice Management. The company's products are distinguished by their standard-technology platform, open architecture and integrated patient- and member-centered databases.

CompuLab Healthcare Systems Corp. P.O. Box 11739 Ft. Lauderdale, FL 33339 (800) COMPULAB; (305) 564-1200; FAX: (305) 564-9669 Market: National Hospitals; HMO/PPO/Managed Care...

...FAX: (301) 279-2211 Michael L. Glickmen President Market: National; Mexico, Canada, Europe Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Computer Network Architects (CNA) is a highly specialized consulting firm dedicated to providing advice and counsel in open-systems planning, networking and systems integration...Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Multi-Facility Organization; Community Health Networks Independent professional practice of management consulting to provide healthcare facilities with systems evaluation based on true needs, system assessments, feasibility studies, cost/benefit, systems selection and RFP preparation with specific questions relating to applications, vendor support, equipment ...

...410) 838-6062; FAX: (410) 838-6062 Susan Schluederberg, President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks The Connections Group, Ltd. is a consulting firm. Technical training in the M (MUMPS) computer language and professional training for technical managers is available.

Continental Healthcare Systems, Inc. 7300 W. 110th St. Overland Park, KS 66210 (800) 255-3057; (913) 451-6161; FAX: (913) 661-8893

Matt Terstriep Vice President, Sales and...

...UK, Saudi Arabia, Singapore Hospitals; Multi-Facility Organization Price Range: \$75,000 to \$1 million Hardware/Operating System: IBM/HP/DEC, UNIX, MVS/VSE Continental Healthcare Systems develops, installs and supports healthcare clinical and business systems including pharmacy and materials management, clinical point of care, group purchasing contract information and accounts-payable...

...404) 442-9315 Robert E. Strickland Vice President, Sales and Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 18,000 Price Range: 35 cents to 59 cents per transaction Cooperative Healthcare Networks (CHN) provides electronic healthcare information services to facilitate...

...312) 701-5595; FAX: (312) 701-6540 Frank Cavanaugh Principal Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Coopers & Lybrand L.L.P. is one of the world's leading professional-services firms with a national...and RISC-based installations throughout the U.S., the CCA open-systems approach provides full, yet cost-effective, functionality with enterprisewide connectivity and communications.

Creative Healthcare Systems, Inc. 435-D S. Union Springfield, MO 65802-6223 (800) 800-2962; (417) 865-7116; FAX: (417) 865-5510 Steve Everest, President Market: National Hospitals information system, pharmacy system and radiology information system. Nursing applications include point-of-care charting and assessments.

CSC HEALTHCARE SYSTEMS 34505 W. Twelve Mile, Ste. 300 Farmington Hills, MI 48331 (810) 553-0900; FAX: (810) 488-1344 John J. Fitzgerald Marketing Communications Manager Market: National...

...Total Installed: 200+ Price Range: \$100,000 to \$1.5 million Hardware/Operating System: UNIX, OS/400, MVS IBM, HP, Sun, Sequoia, Data General CSC Healthcare Systems, a unit of Computer Sciences Corporation, is the largest supplier of turnkey information systems to HMOs, holding more than 30 percent of the market. The...

...00; FAX: (508) 635-0400 Mark Roux President Market: National; Europe, Australia, Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: \$1,200 and up per developer Hardware/Operating System: All M platforms CyberTools brings a PC-style user interface and powerful visual development environment to any M application on all platforms. Performance proven by the top names in healthcare systems. A single development effort covers all platforms: M, X Windows, MS Windows. Facilitates simultaneous releases. True client-server.

Cycare Systems, Inc. 7001 N. Scottsdale Rd...

...upon request Hardware/Operating System: HP/UNIX; IBM/VSE or MVS; BULL/GCOS 6 HVS; IBM PC compatible/Windows CyCare is a leading provider of healthcare information systems, related support services (including networking and integration) and electronic data interchange (EDI) services for medical group practices, faculty practice plans and

medical enterprises. Innovative solutions...DAOU; (619) 452-2221; FAX: (619)

452-1338 Market: National; Canada, Mexico, Central/South America, Europe Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 150+ Price Range: \$7,000 and up DAOU Systems, Inc. is a full-service networking firm...

...508) 898-6705; FAX: (508) 898-4329 Debra Creem, Healthcare Marketing Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: AVIION-UNIX, MV/Eclipse-AOS/VS Provides open, standards-based computer systems, networking and integration... Total Installed: 27 Price Range: \$35,000 and up Hardware/Operating System: DEC/VAX Platform, VMS Op System TMR, The Medical Record, is a comprehensive medical-information system that provides total administrative, financial and clinical-management functions for the patient encounter. Modules include accounting (A/R), appointment scheduling, studies ordering/results reporting, pharmacy...

...200,000 Hardware/Operating System: Various Datamedic is a leading provider of voice- and penactivated clinical-record systems as well as full-featured, in-office medical management systems with optional distributed processing services.

DATAPRO Solutions, Inc. S. 613 Washington Spokane, WA 99204 (509) 747-5161; FAX: (509) 455-7022 Doug Johnston President Market...and UNIX DPS/DATAPRO Solutions, Inc. is a systems integrator and value-added reseller of electronic time-and-attendance systems, document-imaging systems and barcoded medical-film management systems. These systems run on DOS- and UNIX-based platforms and can be interfaced with various mainframe and minicomputer platforms.

DataView Imaging International 5555 Oakbrook Pkwy...

...800) 782-7922; (708) 971-3400; FAX: (708) 971-8443 Joan Looi Marketing Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Home Health; Physicians; Insurance Companies Total Installed: 1,000 Price Range: \$2,500 to \$3,345 Hardware/Operating System: Intel compatible, MS DOS, Windows Dauphin designs, engineers and manufactures...

...100,000 to \$1.5 million Hardware/Operating System: All hardware supporting ORACLE UNIX is primary operating system. The company designs and develops software for healthcare. An open-systems architecture is employed. Software is developed using ORACLE and supports distributed databases, repositories and LANS (client-server, PC LANs, peer-to-peer). The software is...

...development, selection, project management and implementation support for HIS. They provide these services in conjunction with most software vendors and for most hardware platforms.

Delta Health Systems P.O. Box 1824 Altoona, PA 16603 (800) 444-1651; (814) 944-1651 ; FAX: (814) 942-0125 Dana Sky Marketing Coordinator Market: National Home Health Total Installed: 325+ Hardware/Operating System: PC running UNIX, Novell Network, RS/6000 Delta Health Systems is the leading home-care software vendor with more than 25 years experience and more than 325 customers. Delta's

home-care solution is a...508) 467-1166 Wayne Salpietro Director of Marketing, Healthcare U.S. Market: National; Worldwide HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 7,000 Hardware/Operating System: Open UMS Digital Equipment Corp. provides an integrated information infrastructure for...term Care Total Installed: 500 Price Range: \$1,000 to \$7,500 Hardware/Operating System: DOS/Novell on PCs Design, develop, distribute, install and support medical records, Care Plan and Resident Assessment software for long-term-care facilities and hospitals with LTC units. Dos/novell platforms for PCs.

E

Eagle innovations, Inc. 800 E...

...1500; FAX: (708) 705-2128 Jennifer A. Planson Administrative Assistant to Vice President Market: National; Canada Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 160 Hardware/Operating System: Multiple Sell and support Electronic Data Exchange Interface Operating System Software. It is inexpensive, fast and quick to...832-3249; (214) 604-6000; FAX: (214) 604-3603 Market: National HMO/PPO/Managed Care; Clinics/Group Practices; Insurance Companies EDS develops and integrates open healthcare systems with emerging technologies. Health functions supported by EDS include clinical databases and information analysis, clinical decision-support applications, computer-based patient records, electronic commerce, eligibility...

...Managed Care; Long-term Care Information systems consulting: project management, RFP development, system selection. Functional and technical specification development, interfaces, programming, policy and procedure development. Medical-record consulting: system needs assessment, JCAHO information-management methodology development, medical-record system selection, system installation and testing, optical imaging, RFP development.

Elan Systems, Inc. 415 Detroit St., Ste. 200 Ann Arbor, MI 48104 (800) 352-6797; (313)...

...Care; Insurance Companies; Community Health Networks Total installed: 90+ Hardware/Operating System: DOS, UNIX, OS/2 Eldorado develops, sells, installs and supports HEALTHpac II modular health-benefit management system and its MCS 2000 Managed Care System. Applications are available on a broad range of open-system platforms or on Eldorado's exclusive Znet outsourcing...688-841 1; FAX: (404) 688-8925 Eddie Ashe Marketing Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Electronic Tabulating Service is a national computer-service company that processes insurance claims for physicians, dentists, DME dealers...

...supplies for use in the medical industry, including patient admission, tracking of patient files, specimens and asset management.

SEE OUR AD ON PAGE 159. Emtex Health Care Systems, Inc. 1501 W. Fountainhead Pkwy., Ste. 190 Tempe, AZ 85282 (602) 902-2600; FAX: (602) 902-2616 Kimberly J. Chapman Manager, Marketing Communications Market: National...and GroupFacts.

Ernst & Young LLP 600 Peachtree St., NE Atlanta, GA 30308-2215 (404) 817-5840; FAX: (404) 817-4342 Jay Toole National Director of Health Care Information Systems Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Ernst & Young LLP's healthcare practice offers a broad spectrum of consulting services along with leading-edge financial and clinical decision-support products. The...

...792-0909; FAX: (513) 792-0129 Mr. Mike Lippman Vice President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Exemplar Systems delivers high-caliber, technologically sound consulting services to the healthcare industry. Exemplar Systems continues to enjoy spirited growth in the provision of information management and information technology consulting services. Specific services include software package selection, software implementation, business...

...Group Practices Price Range: Call for information Hardware/Operating System: Networked microcomputers EXT Software Services, Inc. develops, markets, installs and supports a full range of healthcare applications. The systems are written in COBOL and run on IBM-compatible microcomputers using Novell Netware. interfaces to subsidiary financial and clinical applications are available using HL7 standards...

...and HP/9000 servers and MS-Windows or OS/2 clients, users can create highly scalable, mission-critical applications for automating the business process.

Finserve Health Care Systems, Inc. 20 Computer Dr. W. Albany, NY 12205 (518) 458-7666 Linda Mickle Marketing Associate Hospitals; Clinics/Group Practices Total Installed: 65 Price Range: Depends on volume, facility size and configuration Hardware/Operating System: UNIX platforms (AT&T, SCO), DOS FHCS provides billing receivables management, electronic claims and computer-based medical records systems. Flex A/R provides online registration, visit entry, inquiry, demand billing and charge/payment posting with offline large-scale billing and reporting. The FlexClaim system...

...310) 595-5291; FAX: (310) 427-4225 Philip Lohman Research Director Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks First Consulting Group is America's premiere healthcare specialist consulting firm. We provide consulting in two areas: information...

...business and clinical process reengineering and TOM. Since 1980, we have served more than 900 clients on more than 1,700 engagements.

First Data Corporation, Health Systems Group 10101 Claude Freeman Dr. Charlotte, NC 28201-1037 (800) 4-1 ST-DATA; FAX: (704) 549-7819 Market: National; Worldwide Hospitals; HMO/PPO/Managed...

...4003 Jane Derow Product Sales Manager Market: National; Canada, UK, Ireland, Argentina, Mexico Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance

Companies; Multi-facility Organization; Community Health Networks
Hardware/operating System: Available in mainframe or PC version First
Databank is the world leader in health information...

...801) 568-5652 David A. Kreager Senior Vice President, National Accounts
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks
Hardware/Operating System: Open system FIRST HEALTH, the nation's largest
independent healthcare cost-management company, offers integrated...

...Clinics/Group Practices Total Installed: 350 Price Range: \$20,000 to
\$300,000 and up Hardware/Operating System: IBM RISC System/6000, AIX. Since
1971, medical management information systems. Full service
organization: hardware, software, installation, training, support services.
IBM business partner. Patient billing, insurance processing, HMO/PPO
billing and A/R management, film tracking...

...Clinics/Group Practices Total Installed: 350 Price Range: \$20,000 to
\$300,000 and up Hardware/Operating System: IBM RISC System/6000, AIX Since
1971, medical management information systems. Full service
organization: hardware, software, installation, training and support
services. IBM business partner. Patient billing, insurance processing,
HMO/PPO billing and A/R management, film...

...Associates 21 Muzzey St. Lexington, MA 02173 (617) 863-1945; FAX: (617)
863-8872 Geoffrey Fitzgerald Principal Market: National Hospitals;
HMO/PPO/Managed Care; Home Health; Insurance Companies;
Community Health Networks Retained executive search for information system
and services firms, payers, providers, managed-care companies and vendors
to the medical community.

FLEX...Rt. 4, Box 537-2 Jacksonville, TX 75766 (903) 586-6096 Douglas
Roll Owner Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group
Practices; Home Health; Insurance Companies; Multi-Facility
Organization; Community Health Networks Total Installed: 150+ Providing
executive search to the healthcare consulting and informatics industries.
Frost & Sullivan 2525 Charleston Rd...

...MS DOS or Windows FTG manufactures and markets light pens and light-pen
interfaces for hospitals, medical and dental offices. Typically used with
MIS and healthcare information systems supporting pointing
devices. Works with all IBM PC compatibles. Interfaces also available for
Macintosh computers.

Fujitsu Personal Systems, Inc. 5200 Patrick Henry Dr. Santa Clara...
...Tingley Director of Marketing Market: National; Canada, Italy, France,
England, Spain, Germany, Sweden Hospitals; HMO/PPO/Managed Care; Long-term
Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Hardware/Operating System: Stylistic 500, Intel
486DX2-50mhz, DOS, Windows for Pen, Pen-Right!, PENDOS, 325Point - AMD
386SXLV, PoqetPlus - NEC V30, Poqet PC...

...Health Claims Plus adjudicates and administers various coverage types
for a wide range of plans. Benefits Administration Plus bills, collects and
administers individual and group health plans. General Ledger
Plus is a fully integrated financial system.

General Computer Corp. 2045 Midway Dr. Twinsburg, OH 44087 (800)

521-4548; (216) 425-3241; FAX: (216) 425-3249 Len C. Stusek Regional Sales Manager Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Community Health Networks Total Installed: 10,000 Price Range: \$99 to \$20,000 GCC is a respected supplier of systems and services to the Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: \$895 to \$10,000 Hardware/Operating System: RISC, UNIX Turnkey systems and software for signal/image...
...4700; FAX: (201) 770-4786 Frank S. Berger Managing Partner Market: National; Worldwide Hospitals HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks GGI's continuous quality improvement and reengineering systems implemented in 50 Fortune 500 companies, 400 other institution and...

...oriented, customer focused and customized to each hospital with continuous implementation support from consultants and trainers who have more than 20 years of experience.

Global Health Systems, Inc. 1350 Piccard Dr., Ste. 360 Rockville, MD 20850 (800) 882-7777; (301) 417-9808; FAX: (301) 926-9088 Alan Gold Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Insurance Companies Total Installed: 100+ Price Range: \$100,000 and up Hardware/Operating System: Any UNIX, AIX Global Health Information System (GHIS). Systems, services and management for managed-care providers. Open systems, client server. Full EDI-eligibility, medical data, claims. Protocol/practice guidelines, smart claims, UR...

...373-110; FAX: (904) 373-7124 Joe Cassels Sales Director Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 3,000 Price Range: \$195 to \$20,000 Hardware/Operating System: Macintosh or Windows We publish 206) 286-3331 Mike McGonigle Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1,500 Price Range: \$695 to \$3895 Hardware/Operating System: Open VMS, UNIX GrayMatter Software manufactures...

...FAX: (617) 937-9022 Neil Swinton Vice President, Marketing and Sales Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 300 Price Range: \$500 to \$400,000 Hardware/Operating System: UNIX, Open VMS Greystone develops, sells and supports an ANSI-standard M...

...Price Range: Based on client option: license or service bureau Hardware/Operating System: IBM mainframe; MVS operating system GTEDS offers products and services in the Medicaid, Medicare, and Managed Care markets. Q/Care is a flexible, table-driven system supporting point of service, case management and adhoc reporting. Q/Care is used...
...and highest quality provider of specialized decision support and resource management products and services to the healthcare industry."

SEE OUR AD ON PAGE 55.

HCMAS (Health Care Market Analysis System) 204

Calder Wy., Ste. 206 P.O. Box 10379 State College, PA 16805-0379 (800) 97-HCMAS (42627); (814) 231-1329; FAX:

(814) 231-1374 Chris Calkins Marketing Director Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: \$5,000 to \$15,000 Hardware/Operating System: DOS and Windows HCMAS is a PC-based...

...that includes installation, training and conversion, as well as 24-hour ongoing support provided by your dedicated account manager.

SEE OUR AD ON PAGE 57.

Health America Systems, Inc. 130 S. ...development of custom software and systems to deal with risk management, pharmacy and provider credentials. Operations and strategic planning services are also available upon request.

Health Care Data Systems 5703 Enterprise Pkwy. P.O. Box 608 DeWitt, NY 13214-0608 (800) 950-7111; (315) 446-7111; FAX: (315) 445-2483 Donald A. Thompson, Jr...

...scheduling, electronic claims processing and reporting. Additionally, on-site training, seminars, conferences, user groups, newsletters, toll-free support, and consultation services are available. The Envision medical records system is Windows-based and automates the patient's chart.

Health Care Expert Systems, Inc. 1025 Ashworth Rd., Ste. 420 West Des Moines, IA 50265 (800) 344-4237; (515) 222-1717; FAX: (515) 222-1716 Becky Parke DeStigter Marketing...

...pathways and pathway-variance reporting. The PACE product line now includes: Pace/Clinical Information System, Pace/Order Management, PACE/ICU Interface and Pace/Clinical Repository.

Health Care Systems, Inc. 5921 Carmichael Rd. Montgomery, AL 36117 (205) 279-9711; FAX: (205) 279-0711 William D. Henderson Market: National; Australia; Canada Hospitals; Long-term Care Total Installed: 315 Price Range: \$20,000 and up Hardware/Operating System: RISC 6000, IBM compatible 386, 486, AIX, XENIX, UNIX, NOVELL and DOS Health Care Systems offers a complete pharmacy information system with user-customization and report-generation capability. MEDICS provides medication-administration records, patient profiles, IV and TPN labels, medication...
...23060 (804) 965-6112; FAX: (804) 965-6018 Tom Kazas Communications Manager Market: National; United Kingdom Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks Health Communication Services offers a full-service suite of healthcare electronic data interchange services, including financial transactions, clinical...

...McDougall Executive Director Market: National; Canada, UK, Western Europe, Japan, Australia, New Zealand Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Price Range: \$250 to \$10,000 Health Level Seven (HL7) is an application protocol for electronic data exchange in healthcare environments. The HL7 protocol...ambulatory surgery centers, and can be networked to hospitalwide information systems. HMA provides ongoing support for systems following installation. Management consulting services are also available.

Health Management Systems, Inc. (HMS) 401 Park Ave. S. New

York, NY 1001 6 (212) 685-4545; FAX: (212) 889-8776 Mark D. Mandel Vice President Market: National...

...ESA, TSO operating system and more Retroactive Claims Reprocessing (RCR) services provide an original approach for reprocessing unliquidated patient accounts to obtain incremental revenues from Medicaid, Medicare and other third parties, using a client's existing data. RCR involves minimal client-staff support and no patient contact. It offers a no-risk...

...and DEC VAX HPR is a leading developer of clinical information management systems. HPR's products include: CodeReview which detects, corrects and documents coding errors; Medicare CodeReview provides coding recommendations compliant with HCFA's coding guidelines; Patterns of Treatment Plus evaluates a physician's inpatient and ambulatory practice patterns; and PARS creates detailed provider profiles.

Health Science Systems 3011 N. Ranch Rd., 620 Austin, TX 78734 (800) 676-3371; (512) 266-7702; FAX: (512) 266-7713 Duncan McGhee Vice President, Business Development Hospitals...

...laboratory software running on Hewlett-Packard hardware. OPUS boasts handheld phlebotomy devices, autofax, nurse inquiry, remote printing, open architecture, barcoded collection labels, optical-disk archiving.

Health Science System's support includes user's group/newsletter, on-call service, yearly updates, customized software.

Health Software, Inc. of Mt. Pleasant 1501 W. Washington St. Mt...

...Long-term Care; Clinics/Group Practices Total Installed: 43 Price Range: \$100,000 to \$150,000 Hardware/Operating System: IBM AS/400 A fully integrated healthcare information system of cost-effective, functional applications designed specifically for hospitals of 200 beds or less, plus long-term care facilities and physicians clinics. An IBM Business...

...to \$25,000 Hardware/Operating System: PC, MS-DOS, Windows Health Strategies, Inc. offers software brokerage and representation services for providers of healthcare computer products.

Health Systems Design 1330 Broadway, Ste. 1210 Oakland, CA 94612 (510) 763-2629, extract 121; FAX: (510) 763-2081 Richard Brumley Market: National; South America, Africa HMO...

...provider or payer side. Complete managed-care systems and standalone decision-support systems for HMOs, PPOs, TPAs, hospitals, medical groups and self-administered employer groups.

Health Systems Management Services 5719 20th Ave. N.W. Seattle, WA 98107 (800) 327-2667; (206) 783-3735 Robert L. Hanson Owner Market: National; Canada Hospitals; Long...

...60 Price Range: \$3,000 to \$15,000 Hardware/Operating System: PC DOS Staff scheduling, personnel data management and time and attendance for all departments.

Health Systems Resources, Inc. 3855 Presidential Pkwy. Atlanta, GA 30340 (404) 452-6500; FAX: (404) 452-6520 Pat Daniel Marketing Director Market: National Price Range: \$1 00...

...Multi-Facility Organization Total Installed: 50 Hardware/Operating System: IBM AS/400 Health-Ware Management Co. is a developer of

materials-management software for hospitals, health systems and clinics. With applications for materials management, accounts payable, and surgery case cart, HealthWare offers a totally integrated solution. All HealthWare applications run...

...2 Care-Trak automatically registers when staff enter and leave clients' homes and what activities were done. Data are fed daily into payroll, billing and medical-record systems. Fewer data-entry staff are ...708) 510-0609; FAX: (708) 510-0609 Richard A. Schopp President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Healthcare Computing Strategies, Inc. offers a full range of consulting services to the healthcare industry. They have a national network alliance of consultants providing strategic planning for healthcare organizations and regional health delivery systems, total quality management for I/S departments, systems implementation, systems integration and process reengineering.

Healthcare Consulting Group (HCG), The 1308 Business Center Way, Ste. 107...

...selection and redesign. HCG's expertise, business acumen and proven methodologies deliver solution-oriented, value-driven results and a higher return on your consulting investment.

HealthCare Data Systems, Inc. 245 N. Waco Wichita, KS 67202 (316) 261-8451; FAX: (316) 261-8497 Frankie Shellhammer Vice President Market: National Hospitals Facilities management, consulting, evaluation...

...420-1031; FAX: (212) 979-2429 Helen Levine Senior Vice President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Healthcare Management Counselors is a specialty consulting practice which serves provider organizations across the country with information technology strategic planning, vendor selection and implementation project management engagements. To avoid any conflicts of interest, the firm has no products of its own.

HealthCare Management Systems 286 Congress St. Boston, MA 02210 (617) 451-2323; FAX: (617) 451-8034 Sandra Hendren Director Market: East Coast Hospitals; HMO/PPO/Managed Care; Clinics...

...management reporting, decision-support systems and using information systems as process technology to decrease costs, improve quality-of-care and manage integrated systems of care.

Healthcare Management Systems, Inc. 3401 West End Ave., Ste. 290 Nashville, TN 37203 (615) 383-7300; FAX: (615) 383-6093 John R. Doss, III Executive Vice President Market...markets and implements resource-management software for multisite provider organizations. The software assists resource optimization by enterprisewide allocation of resources, creation of standards and scheduling.

HealthCare Systems, Inc. 1311 W. 96th St. Indianapolis, IN 46260 (800) 829-8292; (317) 844-5960; FAX: (317) 575-2142 Nancy Orem, Vice President, Operations Market: GA...

...510) 559-1700; FAX: (510) 524-4321 Jim Williams Product Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group

Practices; Home Health; Physicians; Insurance Companies;
Community Health Networks Total Installed: 10,000 Price Range: \$59 to \$500,000 Hardware/Operating System: Windows 3.1, 10MB HD, 6 MB RAM...
...687-0600; FAX: (610) 687-9304 Clay Elder Director, Network Development
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 23 enterprise/community health networks Price Range: \$80,000 to \$1 million and up Hardware/Operating...HHL Financial Services, Inc. (HHL) is the nation's largest firm specializing in hospital accounts-receivable management. HHL's offerings include extended business office services, Medicaid eligibility-determination services, electronic billing, third-party follow-up, self-pay collections and judgment processing.

HIMSS Healthcare Information and Management Systems Society 230 E. Ohio...

...HIMSS; FAX: (312) 664-6143 John A. Page Executive Director Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization Total Installed: 4,900+ members HIMSS provides leadership in healthcare for the management of systems, information and change. Its membership includes...

...National Hospitals; Long-term Care; Clinics/Group Practices Total Installed: 40 HIS Professionals provide high-quality, low-cost, consulting for the full life cycle of healthcare information systems: I/S audits, vendor selection, system implementation and strategic planning.

HMS Software, Inc. 14875 Landmark Blvd., Ste. 110 Dallas, TX 75240 (800) 243-6071; (214)...

...connectivity.

Home Care Information Systems, Inc. 300 Broadacres Rd. Bloomfield, NJ 07003 (201) 338-2020; FAX: (201) 338-4946 Steven Griff President Market: National Home Health Hardware/Operating System: DOS, Novell, OS/400, UNIX HCIS develops, installs and supports home-health software. Modules include skilled care, private pay, scheduling, resource management, inventory, AP/GL...charge rates to maximize net income within targets and limits provided by the user. BUDG-IT enables financial managers to prepare their operating budgets. MENTAL HEALTH ABSTRACTING SYSTEM (MHAS) is a comprehensive abstracting system for institutions providing psychiatric, substance abuse and rehabilitation therapy.

HPS GOLD (Healthcare Processing Systems) 2600 Stewart Ave., Ste. 272 Wausau, WI 54401 (800) 553-1225; FAX: (715) 845-4740 Tom Roovers President Market: National Clinics/Group Practices Total Installed ...

...Plains, NY 10601 (914) 288-5150; FAX: (914) 288-1257 Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Price Range: Varies with product/service For more than 30 years, IBM has been providing products, solutions, consulting and services to healthcare organizations. IBM...

...data networks. IBM consultants help organizations formulate strategy and implementation plans, our technical experts can handle complex systems integration and we offer outsourcing services.

ICON Medical Systems 1901 S. Bascom Ave., 9th Flr.
Campbell, CA 95008 (408) 879-1900; FAX: (408) 879-9475 Skip Amiot Sales
Manager Market: National; International Hospitals; Clinics/Group Practices
Total Installed: 2,200 Price Range: \$2,000 to \$150,000 ICON Medical
Systems provides image-management solutions, from on-call
teleradiology to PACS. Options include 8- to 12-bit acquisition via DICOM,
analog or digital capture, advanced communications...

...525-5539; (303) 267-0543; FAX: (303) 267-1333 Tom Ritchie, National
Sales Manager Market: National Hospitals; HMO/PPO/Managed Care; Long-term
Care; Home Health; Insurance Companies Total ...Range: \$1,695
annual subscription (including free CD-ROM drive with purchase)
Hardware/Operating System: PC or Macintosh, CD-ROM drive included with
subscription The Medicare/Medicaid Library is used by
professionals across the country to maximize the Medicare/
Medicaid reimbursement process. Over 130,000 pages of regulatory
information are stored on CD-ROM, allowing fast, convenient access on a
personal computer. The Medicare/Medicaid Library is updated
monthly to provide the most current information available. A free bulletin
board service is included with a subscription.

Image Systems Corp. 11595...

...IMNET Systems Inc. 8601 Dunwoody Pl., Ste. 420 Atlanta, GA 30350 (800)
329-2777; (404) 998-2200. FAX: (404) 992-6357 Mark S. Ulatowski Director,
Health Care Systems Market: National; Worldwide
Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians;
Insurance Companies; Multi-Facility Organization; Community Health Networks
Hardware/Operating System: DOS, Windows...

...keeping and integrated health-information-management software for
healthcare provider and industrial markets. Systems are used to analyze and
manage quality and cost outcomes of healthcare programs, are
windows-based and use client-server open-architecture technology.

InfoMed 4365 Route One Princeton, NJ 08540 (800) InfoMed; (609)
987-8181; FAX: (609) 987...is the expert in DRG reimbursement software and
consulting for hospitals. Our advanced, expert system software enables
hospitals to achieve proper DRG reimbursement on every Medicare (and
Medicaid) case. Easy-to-use coding features ensure every case is
completely checked for missing diagnoses or procedures. The PC software is
affordable-no large up...

...GA 30318 (404) 872-1511 Virginia Bart Vice President, Marketing Market:
National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-facility Organization; Community Health Networks Price
Range: \$395 to \$8,300 Hardware/Operating System: DOS Healthcare consulting,
PPO/MSO/PHO/CHIN development and...

...England, Australia Hospitals; HMO/PPO/Managed Care; Clinics/Group
Practices Price Range: \$367/year Inside Healthcare Computing is a biweekly
subscription newsletter on events affecting healthcare information
systems. We also publish Point of Care; the Updated Book on Bedside
Computing, a reference book on information systems for patient bed-sides;
and run the annual Clinical/Bedside Computing Conference and Expo and other
conferences on healthcare information systems.

Institute for Healthcare Quality (IHQ), subsidiary of Health Risk

Management 8000 W. 78th St. Minneapolis, MN 55439 800) 241-9611; (612) 829-3500; FAX: (612)...

...648-7440; FAX: (916) 648-1153 Larry A. Saltzman, M.D. Chief Executive Officer Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks SPOTCHECK is an electronic health benefits verification system, combining online healthcare benefits information retrieval with credit/debit electronic funds transfer. SPOTCHECK is available on both POS terminals and PC software. Users can access...

...21 00; FAX: (619) 452-8500 Robert C. Cohen President Market: National; England, Canada, Mexico, Ireland Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Insurance Companies; Multi-facility Organization; Community Health Networks Intech Summit Group Inc. is a national executive search firm. Our search activity includes vice presidents, directors, managers...

...4891 John Weiskirch Marketing Representative Market: National; Pacific Rim, Central and South America Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Hardware/Operating System: IBM ES/9000, 30XX, 43XX or equivalent, operating under DOS/VSE, VSE/SP, MVE/ESA, MVS, MVS/XA Integral is a...1000 companies. Integral's complete line of business applications cross IBM mainframe, midrange and workstation platforms and are specially designed for the healthcare industry.

Integrated Health Systems, Inc. 4275 Executive Square, Ste. 550 La Jolla, CA 92037 (619) 453-3600; FAX: (619) 453-2832 Susan Orchanian General Manager Market: National Hospitals Total...

...525-5985; FAX: (901) 525-5987 Mark Biviano Vice President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks Hardware/Operating System: RISC hardware from DEC, IBM, HP and DG, UNIX operating system IntM develops, markets and supports InteMED, a totally integrated healthcare-information system comprised of financial, administrative-management, patient-care and strategic-planning application modules. InteMED's performance and flexibility are derived from its open-system platform, based on the UNIX operating system, RISC hardware and relational-database technology.

Integrated Medical Systems 17050 Bushard St., Ste. 300 Fountain Valley, CA 92708 (714) 964-9965; FAX: (714) 965-9417 Martin Migdall Senior Vice President Market: AZ, CA, FL...

...Installed: 8,000+ providers Price Range: \$100 enrollment fee, \$.35 per claim charge IMS is an electronic medical data exchange network accepting data from any medical billing system and connecting healthcare providers with commercial insurers and managed-care payers. IMS is the largest processor in the western United States, processing seven out of...

...Practices; Physicians; Multi-facility Organization; Community Health Networks Integrated Network Services provides network design, installation, equipment and maintenance support for LAN/WAN networks in the healthcare market.

Integrated Systems Technology Inc. 12030 Sunrise Valley Dr.,

Ste. 240 Reston, VA 22091 (703) 476-1300; FAX: (703) 476-5823 Carole S. George Senior Vice President Market: National; Germany, France, England, Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Price Range: \$18,000 to \$60,000 Integrated Systems Technology offers DataQual, a fully integrated software product supporting quality assurance, utilization management, credentialing, risk...

...sell light pens and lightpen systems for most IBM-compatible terminals, PCs and workstations, PCs, PS/2, HP, Sun workstations and IBM RS/6000.

InterMED Healthcare Systems, Inc. 245 Peachtree Center Ave. NE, Ste. 350 Atlanta, GA 30303 (800) 231-3204; (404) 818-0050; FAX: (404) 818-0044 Dan Byrne Director of...

...and support. Leasing available. Hardware/Operating System: 32-bit operating system, open systems, single and symmetrical, 32/64-bit microprocessor, Pentium, Power PC, RISC InterMED Healthcare Systems, Inc. provides EDI building blocks that form the basis for community, regional and national health network solutions. InterMED offers electronic healthcare transaction and information management...0600; FAX: (617) 494-1631 Susan Ragon Director, Marketing Communications Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks Total Installed: 3,500 Price Range: \$195 to \$200,000 InterSystems is the world's leading provider of...

...Dale W. Miller Director of Consulting Services Market: National; Australia, New Zealand, Europe Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Irongate, Inc. specializes in healthcare information security consulting. Assists organizations to preserve patient confidentiality and protect systems and networks by conducting information security reviews...727-2001; FAX: (714) 727-2156 Patricia Davis Market: AZ, CA, HI, NV Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Hardware/Operating System: Intel-based 486 hardware, SCO open desktop ITG provides complete document-imaging systems. This system scans in all types of paper PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks JDA provides information-systems management solutions in strategic planning, vendor selection, systems implementation and integration. Services include decision...

...West Chester, PA 19380-6409 (212) 696-5409 Jack Kemery President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks A management-consulting firm specializing in helping large and small healthcare institutions effectively plan, acquire and utilize information systems with emphasis on operations improvement. The firm assists with strategic planning, vendor selection, contract negotiation, implementation planning, implementation support, project...

...ratings/essay appraisal format. Online advice for improving employee performance. Employee log for performance between appraisals. Categories,

text and form customizable. Includes language checker.

Kodak Health Imaging Systems, Inc. (A Subsidiary of Kodak)

...Dawn S. Beck Public Relations Coordinator Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians; Multi-facility Organization; Community Health Networks Kodak Health Imaging Systems, Inc., develops and markets the Kodak Ektascan Imagelink system. This open-architecture image-management system can help you manage all your diagnostic images, regardless of...

...Healthcare Information Technology Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians; Multi-facility Organization; Community Health Networks KPMG Peat Marwick's National Health Systems Integration Practice provides the skills to help our clients define and implement their strategic visions. Our consultants, averaging 12 to 14 years of experience, understand...

...Range: \$150,000 and up Hardware/Operating System: IBM, AT&T, HP, SUN, FileNet, Kodak, UNIX, NT, Novell, Windows ChartVision is an optical-disk-based health information access system designed to provide an easy, physician-friendly means of workflow routing, retrieving, viewing and printing scanned or electronic documents within a patient's medical record...

...Young, Inc. 14301-B Sullyfield Cir., Ste. 203 Chantilly, VA 22021 (703) 631-3881; FAX: (703) 631-3882 Market: National Nationwide executive-search firm for healthcare information-system vendors. Specializing in installations, support, sales, sales support and sales management.

LaserData, Inc. 300 Vesper Park Tyngsboro, MA 01 879 (508) 649-4600; FAX: (508)...

...Claridge Industry Marketing Director Market: National; UK, Germany, France, Spain, Sweden, The Netherlands Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1,900 Price Range: User-based pricing; modules start at \$20,000 Hardware/Operating System: IBM...

...205) 975-7424 Market: National; England, Belgium, France, Scandinavia, Canada, Mexico, Brazil, Australia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 1,200 Price Range: \$475 to \$795 Hardware/Operating System: MS Windows LearnerFirst, Inc. is a publisher of unique interactive Windows based...

...FAX: (415) 488-4886 Leonard Leinow President Market: National; Pacific Rim, Canada Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices Executive search firm for the healthcare information systems industry. Leinow Associates provides recruiting and consulting services for vendors, hospitals, managed care and consulting firms, providing technical development, installation, support and management talent for...Total Installed: 24 clients Hardware/Operating System: Windows 3.1 (environment) Novell Network Provides a comprehensive imaging-based solution called I-MAX designed exclusively for health insurance companies. MACESS' integrated-imaging application automates manual entry, routing and storage of claims, enrollments, correspondence and other documents. Emphasizes accountability and problem resolution in claims...

...over 25 years of experience in computer science, healthcare administration and financial management to provide high-quality products and services. Managed Care Technologies, Inc. (formerly Medical Information Systems) 2573 Midpoint Dr. Ft. Collins, CO 80525 (800) 879-6467; (303) 490-1849; FAX: (303) 490-1439 Cindy Koehler Sales Manager Market: National Hospitals; HMO...

...8110; FAX: (412) 935-3136 Guy A. Hess Senior Manager Market: National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Consulting specializing in management and computer consulting in strategic planning for information systems, current system assessment, market strategy analysis, computer/system selection, departmental procedures...

...its 25th year of service to the nation's healthcare providers and continues to be dedicated to the design, implementation and support of the Confidence healthcare system. Confidence includes patient, operational, financial, networking, imaging and community clinical information products.

SEE OUR AD ON PAGE 69.

MarketPlace Information Corp. 460 Totten Pond Rd...

...800) 999-9497; (617) 672-9200; FAX: (617) 672-9290 Renee Fisher Marketing Specialist Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Home Health; Physicians; Insurance Companies Price Range: List price: \$845, Current promotion: \$595 Hardware/Operating System: 386SX processor, Windows 3.1 or OS/2 2.1, Macintosh System 6.06 or higher with Multifinder...FAX: (510) 838-0494 Raju Rajagopal Senior Vice President Market: National; Canada, Australia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 300+ Price Range: \$5,000 to \$30,000 Hardware/Operating System: DOS MECON Associates offers healthcare facilities an operations benchmarking database service...

...745-6333; FAX: (516) 745-1196 Mitchell Diamond Market: FL, NJ, NY, OH Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: Prices vary based upon size and transaction volume Hardware/Operating System: Data General AVION/UNIX MedE...

...in eligibility-management systems. Through our MedENET system, providers and payers are connected and can transmit and receive eligibility and utilization-management transactions. MedE's Medicaid Eligibility Management System (MEMS) supports the Medicaid enrollment process in several states.

Media Cybernetics, Inc. 8484 Georgia Ave. Silver Spring, MD 2091 0 (800) 992-4256; (301) 495-3305; FAX: (301) 495...

...1; FAX: (818) 768-0759 Carol Burdette Marketing Manager Market: National; International Hospitals; Long-term Care MDE develops and manufactures portable bedside patient-monitoring systems.

Medical Decisions Systems Corp. 421 W. Riverside Ave., Ste. 369 Spokane, WA 98201-0403 (800) 945-4584; (509) 456-2400; FAX: (509) 455-5298 Donald Lamson Hospitals Total...

...the most commonly ordered noninvasive outpatient diagnostic tests. Each sponsor has its own access code for its patients. Programs are available in English and Spanish.

Medical Display Systems 2884 Vicksburg Lane Minneapolis, MN 55447 (612) 551-1136; FAX: (612) 551-0301 James P. Huminski Director of Sales and Marketing Market: Worldwide Hospitals; Physicians...

...on Microsoft's Windows NT with SQL/ODBC database for image management and RIS/HIS interfaces. Viewing station software runs on Windows or Macintosh platforms.

Medical Documenting Systems, Inc. 2515 Wabash Ave., Ste. 200 St. Paul, MN 56114-1058 (800) 321-5595; (612) 645-9500; FAX: (612) 645-0019 J. Christian Hawver Vice...

...request Hardware/Operating System: Hardware: Data General AViiON and DEC Alpha; OS: MAGIC

Medical Information Technology, Inc. (MEDITECH) develops, markets, implements and supports a complete Health Care Information System (HCIS). The 26 modules serve all hospital functions and fully support integrated-care enterprises with features for outpatient providers, physicians' offices, etc. Our HCIS is...

...acuity staffing, management reporting and budgeting. RES-Q OR is a comprehensive OR system for scheduling case, inventory control, perioperative reporting, PACU and implant logs.

Medical Payment Systems Inc. 24650 Center Ridge Road, #1 10 Westlake, OH 44145 (800) 422-0213; (216) 835-2633; FAX: (216) 835-8899 Market: FL, IL, IN...modem-transmitted data. The Connexion interface incorporates a UNIX operating system for protected mode multitasking and transparent linking of instruments and other data to occupational health data-management programs on mainframe, mini- or microcomputer.

MedicaLogic, Inc. 15400 N.W. Greenbrier Pkwy., Ste. 400 Beaverton, OR 97006 (800) 322-5538; (503) 645-6442; FAX: (503)...

...menus of findings or by scanning printed lists of findings which have been marked with a No. 2 pencil. It is fully integrated with The Medical Manager.

Medicus Systems Corp. One Rotary Center, Ste. 400 Evanston, IL 60201 (800) 831-8532; (708) 570-7539; FAX: (708) 570-7597 Market: National; Canada Hospitals; HMO/PPO...

...Its products address the needs of payers, providers and third-party reviewers in the UNIX and Dos/Windows environment. The software links with hospital-based medical/surgical systems for enterprise-wide reporting.

MediQual Systems, Inc. 1900 W. Park Dr. Westborough, MA 01581 (800) 350-6444; (508) 366-6365; FAX: (508) 898-3008 Peter...Market: National HMO/PPO/Managed Care; Insurance Companies; Community Health Networks MEDNET, the only pharmacy benefit company administering funded and individual prescription plans, specializes in network management, flexible plan design, cost-containment features and online processing.

MedPlus Inc. 8600 Governor's Hill Dr. Cincinnati, OH 45249 (800) 444-6235; (513) 583-0500; FAX: (513)...

...PS/2 and compatibles, IBM System/36 Medtron markets, installs and supports the Hospital Materials Management System for small- to medium-sized hospitals, and the Medical Practice Management System for any size medical practice.

Melyx Corp. 5622 West Lake St. Minneapolis, MN 55416 (612) 920-8230; FAX: (612) 920-9628 Chris Carson Marketing Market...

...Infinity is designed to meet the financial-management requirements of private- and faculty-based practice plans, private-practice groups, hospital-based groups and clinics.

Micro Medical Systems, Inc. P.O. Box 1257 Mandeville, LA 70470-1257 (504) 626-7731; FAX: (504) 624-4841 Ray Ganucheau President Hospitals; Home Health Price Range: \$12...1,225 Hardware/Operating System: IBM PC and compatibles MS-DOS) Production of healthcare applications software. Packages include CCMS Clinical Computations Management System, LHMP Lifetime Health Monitoring Plan and patient-education programs. For IBM PC and compatibles.

MICROMEDEX, Inc. 6200 S. Syracuse Way, Ste. 300 Englewood, CO 80111 (800) 525-9083; (303) 486...

...Nancy K. Sayre Vice President, Marketing Market: Worldwide Hospitals; Long-term Care; Clinics/Group Practices; Home Health; Physicians MICROMEDEX, Inc. is a publisher of computerized medical-information systems addressing emergency medicine/critical-care concerns, drug information and clinical toxicology. The Computerized Clinical Information System (CCIS) is available in five different methods, including CD...

...508) 777-5203; FAX: (508) 750-8295 John Moriarty President Market: National; Western Europe and Canada Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 325 Price Range: \$1,200 to \$12,000 Hardware/Operating System: PC, DOS and Windows MicroScript...

...WA 98052-6399 (800) 426-9400; FAX: (206) 936-7329 Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 40 million+ Price Range: \$49 to \$19,995 Hardware/Operating System: Windows, Windows NT, MS DOS, Macintosh Microsoft is the worldwide leader...

...groups. Includes resource scheduling, hospital link, control of managed-care plan reimbursement, multigroup/central registration, electronic claims and remittance and EIS. Also, a solution for healthcare plan administration including automatic claims adjudication.

Miller & Moore 1850 C Terraceview Lane N. Plymouth, MN 55447 (612) 473-6696; FAX: (612) 473-6669 Randy Moore Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Miller & Moore completes critical-search assignments for corporate clients nationwide. Their mission is to help individual decision makers...

...Robinson Market: National; Canada Hospitals; Long-term Care; Clinics/Group Practices; Multi-Facility Organization Hardware/Operating

System: IBM RS/6000, UNIX MJS supplies the Xmplar Medical Information System on IBM RS/6000 (UNIX-based) computers. Standalone or fully integrated modules are available for ADT, CPI, health records, laboratory, diagnostic imaging, order entry, patient...to 100 hospitals Price Range: \$20,000 to \$250,000 Hardware/Operating System: UNIX, MS Windows NT MSI provides healthcare information community networks and hospitalwide medical records systems including imaging systems, interface engines, communications networks and multimedia.

Multum Information Services, Inc. 3200 Cherry Creek S. Dr., Ste. 300 Denver, CO 80209 (800) 968...

...3864 (214) 350-6214; FAX: (214) 350-7617 Mike Carr Director Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 3,000+ Price Range: \$195 to \$4,950 Hardware/Operating System: IBM PC or compatible, DOS 2.1 or higher Name: A...
...487-6723; FAX: (617) 487-6709 Sara Evangelous Director of Communications Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies The National Managed Healthcare Congress (NMHCC) is the nation's largest and most diverse educational forum for all professionals focusing on the management of...

...871-6770; FAX: (617) 878-8703 James L. Navin President Market: National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Healthcare search and recruitment services since 1983 for application software vendors, consulting firms, providers and insurance companies.

NEC America 1555 W. Walnut Hill Ln...

...systems.

Nelson Data Resources, Inc. 4901 F St. Omaha, NE 68117 (800) 745-4712; (402) 733-2700; FAX: (402) 733-2288 Mike Peterson Director of Healthcare Systems Market: National Hospitals; Long-term Care; Clinics/Group Practices Total Installed: 60+ Price Range: \$16,400 to \$56,500 Hardware/Operating System: PC compatible, RS...Group Practices Total Installed: 750 Price Range: \$50,000 and up Hardware/Operating System: IBM AS/400, OS/400 NMC Services develops, installs and supports healthcare management information systems for physicians offices, clinics and hospitals. An IBM Premier Business Partner, NMC Services' software solutions operate on the powerful AS/400 computers. Founded in 1973...

...Pl. Saskatoon, SK Canada S7N 3R2 (306) 975-1922; FAX: (306) 975-1902 Barbara Rackham Vice President Market: National; International Hospitals; Long-term Care; Home Health NSI Nursing Systems Inc. is a Canadian company specializing in patient-focused multidisciplinary clinical information systems. NSI has developed and installed care planning, charting, discharge plans and workload...

...by physicians, it leads the user through a production of a diet manual designed for a specific weight, height, sex, occupation and disease.

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Oacis Healthcare Systems, Inc. 100 Drake's Landing Rd., Ste. 200 Greenbrae, CA 94904 (800) 43-OACIS; (703) 330-8609; FAX: (703) 330-8306 Linda D. Marchant Marketing...

...Managed Care; Multi-Facility Organization; Community Health Networks
Total Installed: 90+ Price Range: Varies depending upon client requirements
Hardware/Operating System: UNIX, Sun Microsystems Oacis Healthcare
Systems' products capture all patient encounters across the continuum
of care. An advanced network management tool, the Oacis Gateway++,
integrates all data into the Oacis Data Repository, permitting the
integration of unique software applications for order entry, results,
display and clinical entry.

Occupational Health Software Systems 6609 Tara Lane
Bainbridge Island, WA 98110 (800) 234-OHSS; (206) 842-5838; FAX: (206)
780-0813 J. Steven Sprenger Market: National Hospitals; HMO/PPO...
423-7560; FAX: (214)

423-7261 Michelle Patterson Inside Sales Coordinator Market:
Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/ Group
Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Price Range: Depends
on product, call company directly for prices Hardware/Operating System: Our
products are compatible with...

...Hardware/Operating System: IBM PC or compatible, DOS operating system
Designs, develops, supports and sells complete training-management and
records-documentation software package. Training Officer, HealthCare
program, IBM PC or 1 00 percent compatible DOS operating system.
Software program includes registration, historical training records,
certification, budget, lending library and more.

Patienttransport Systems...one of our 85 locations. Additional
technical support/service is provided by our 24-hour hotline. PCR offers
cost-effective solutions and reliable service.

PCS Health Systems, Inc. 9501 E. Shea Blvd. Scottsdale, AZ
85260 (800) 223-7745; FAX: (602) 661-2420 Market: National HMO/PPO/Managed
Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies; Community Health Networks PCS is the largest
prescription-benefit manager in the United States, covering approximately
51 million individuals. PCS' technology, products and services optimize
patient outcomes and control costs by effectively linking participants in
the healthcare system. This includes physicians, patients,
payers, pharmacists and pharmaceutical manufacturers.

PD Medical Systems 9700 S.W. Nimbus Ave. Beaverton, OR
97008 (800) 547-5500; (503) 641-5500; FAX: (503) 526-7702 Belinda Adkisson
Marketing Communication Manager Market: National Clinics/Group Practices
Total Installed: 500+ Price Range: \$40,000 and up Hardware/Operating
System: UNIX, IBM RS/6000 and HP 25-year-old PD Medical Systems
develops, markets and supports computer systems and services for medical
practice management. PD Clinix is designed to organize the most complicated
mix of prepaid and...eliciting and recording patient findings, and
considering and refining diagnostic and management strategies. Problem
Knowledge Couplers have been designed to maximize the contribution of every
healthcare provider.

Planar Systems, Inc. 1400 NW Compton Dr. Beaverton, OR 97006
(503) 690-6968 Terry Thomas Sales Manager Market: National Hospitals;
HMO/PPO/Managed Care; Clinics/Group Practices...

...100 Price Range: \$25,000 and up Hardware/Operating System: IBM MVS PMSC
is a major integrator of application software for financial-risk bearers in
healthcare. Systems support managed care, provider/vendor data

management, capitation, claims/encounter adjudication, membership, premium billing, eligibility and point-of-service processing. Services include design, development, implementation...

...on PC-based networks that are Novell, IBM/Token Ring, VAX/VMS-compatible and use DOS and Windows operating systems. They can interface with other health information systems.

Precision Health Systems 1720 State Hwy. 34 P.O. Box 2220
Farmingdale, NJ 07727 (800) 451-5299; (908) 681-8700; FAX: (908) 681-5665
Michael M. Kennedy Market...

...of most systems are available. Most systems may be interfaced to existing software systems from other vendors or in-house developed. DRG calculation and optimization. Medicare code editing, ICD to CPT cross mapping and DRG monitoring and tracking systems are easily interfaced to existing MR abstracting systems.

...FAX: (510) 602-2024 Juli Todd-Habas Healthcare Industry Manager
Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies Price Range: \$7,500 to \$48,500 Hardware/Operating System: AS/400, System/38, System/36, UNIX; OS/400, CPF, SSP, UNIX Premenos is...

...s products and services enable companies to build an architected database of consistent, subject-oriented, historical information for decision-support applications and business reporting.

PRO-HEALTH Information Systems, Inc. 2001 Independence,
Ste. 215 P.O. Box 525 Cape Girardeau, MO 63702-0525 (800) 575-7254; (314) 335-7770; FAX: (314) 334-5696 Bill...

...212) 818-1144; FAX: (212) 818-1197 Jacquelyn Parks Account Executive
Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 200,000+ Price Range: \$429.95 to \$579.95
Hardware/Operating System: IBM PC or compatible, standalone or network configuration Lets users...

...and group practices. All facets of practice management including personnel and procedure manuals, A/R, A/P, computer selection and interim management services.

PROMODEL Corp. Healthcare Systems Division 13333 Blanco
Rd., Ste. 302 San Antonio, TX 78216 (210) 493-1509; FAX: (210) 408-1529 Lou
Keller Vice President Market: National; Worldwide Hospitals...

...1 or better PROMODEL Corporation produces, distributes and supports MedModel, a fully animated, Windows-based software program designed to support all aspects and areas of healthcare-systems modeling. Extremely versatile, Med-Model is every planner's ideal tool for the evaluation of complex healthcare systems functions.

SEE OUR AD ON PAGE 83.

Protege Corporation 4165 E. La Palma Anaheim, CA 92807 (800) 232-1347;
(714) 961-7000; FAX: (714) 961...

...766-4242; FAX: (614) 766-1186 M. Sue Benford President Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies;
Multi-Facility Organization; Community Health Networks Price Range: Varies

PHIS, Inc. offers creative and flexible electronic data interchange services to the healthcare industry. Transform...546-9461; FAX: (619) 546-9470 Andy Lindgren Sales Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Price Range: \$179 to \$3,995 Hardware/Operating System: IBM compatible, Macintosh, DOS, Windows DynaPulse products are computer-based blood pressure and heart rate...

...216) 228-2045; FAX: (216) 228-6286 Richard A. Kuehn President Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: Hourly fee Telecommunication management including system design and acquisition, long-distance negotiation, outsourcing, voice/data integration... Chattanooga, TN 37415 (304) 984-3828; FAX: (615) 870-4942 Joseph G. Messer Vice President of Marketing Market: National Hospitals; HMO/PPO/Managed Care; Home Health; Insurance Companies Total Installed: 35 Price Range: Varies based on size of licensee and transaction volume Hardware/Operating System: PC hardware with hard disc, MS DOS...

...508) 485-8381; FAX: (508) 485-5824 Richard F. Kubli President Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 50 Price Range: \$1 0,000 to \$150,000 Hardware/Operating System: All types RFK Associates, Inc. was formed in 1983 to provide system consulting services to hospitals, clinics, HMOs, long-term care facilities and vendors of healthcare systems. Services include system planning, system assistance and custom systems. Custom systems are supported by a broad range of hardware/communications platforms, operating systems and systems ...

...software and systems as well as outsourcing services designed to reduce telecommunication-labor costs, increase efficiency and establish "Physician Services Through Telecommunications" programs. Includes SmartPage medical-paging system, PBX console integration physician-answering service, physician-referral service, hospital directory, alarm monitoring, on-call scheduling, physician registry, patient information.

Rockburn Systems, Inc. 2 Easy...

...475-7526; FAX: (708) 475-7830 Laurie Potter Director of Sales Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 500 Hardware/Operating System: Windows, IBM 486 and compatibles, 16 MB recommended for memory Sachs Group...

...physicians, clinics, HMOs and PHOs. With regional offices in six cities, and a staff of 120 employees, Salcris is committed to providing the best in medical practice-management systems.

Saner Software 37 W. 222 Rte. 64, Ste. 253 St. Charles, IL 60175 (800) 448-6899; (708) 513-5599; FAX: (708) 513-4210 Michael Johnson...726-8649; (408) 425-7222; FAX: (408) 458-4227 Americas Marketing Market: Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 1 million Price Range: User-based, beginning at \$695 Hardware/Operating System: UNIX The

Santa Cruz...

...systems. SAIC provides tool sets for solutions in distributed clinical-information systems integration, community health-information networks, clinical-data repositories, managed care and telemedicine.

SDK Healthcare Information Systems 1550 Soldiers Field Rd.
Boston, MA 02135 (617) 783-7351; FAX: (617) 787-5964 Claudia Kaufman
Communications Director Market: National Hospitals; Multi-Facility
Organization Total...

...929-7600; FAX: (301) 929-7680 Malissa Gularson Marketing Coordinator
Market: National; Canada Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Physicians; Insurance
Companies; Multi-Facility Organization; Community Health Networks Total
Installed: 500+ Price Range: On a price quote basis by request Sentient
provides technical consulting services and...446-2449; FAX: (215) 853-2079
Joan C. Mazur Market: National; England, Latvia Hospitals; HMO/PPO/Managed
Care; Long-term Care; Clinics/Group Practices; Home Health;
Physicians; Insurance Companies Total Installed: 30 Price Range:
\$9,000 and up Hardware/Operating System: UNIX, Novell, VMS, AS/400 in
client-server mode Shebele Inc. designs, develops and supports software
systems for the automation of patient medical-data acquisition and
processing in hospitals and clinics. The Modular Health Transaction
System (MHTS) operates with UNIX, Windows, Novell, VMS, AS/400, DOS,
Lantastic and many database environments.

Siemens Medical Systems, Inc. 186 Wood Ave., S. Iselin, NJ
08830-2770 (908) 321-4500; FAX: (908) 494-2250 Market: National Hospitals;
HMO/PPO/Managed Care; Clinics/Group...

...8763 Elizabeth Morley Director, Public Relations Market: National; 200
countries around the world Hospitals; HMO/PPO/Managed Care; Long-term Care;
Clinics/Group Practices; Home Health; Insurance Companies Price
Range: \$450 to \$18,000 Hardware/Operating System: MS DOS, Windows,
Macintosh, NEC (Japan) SilverPlatter publishes and distributes databases on
compact disc and...

...stripe, carried by patient. Plus 2 is a PCMCIA Card with complete
patient file kept at provider facility, replacing records folders. Licensee
of Dr. Hope Medical Record system. Outreach and outcomes data,
SOAP system, PenComputer interface, software, hardware, R&D EDI x.12 and
HL7 interchange. Magnetic stripe for EDI transactions.

SMI Inc...

...Product Marketing and Communication Market: National; Germany, Ireland,
Italy, Spain, The Netherlands, UK Hospitals; HMO/PPO/Managed Care;
Long-term Care; Clinics/Group Practices; Home Health; Physicians;
Insurance Companies; Multi-Facility Organization; Community Health
Networks Total Installed: 1,300 SMS provides a comprehensive line of
clinical, financial and management-information systems and support...The
products offering include laboratory management system, radiology
management system and pharmacy management system (4095).

SEE OUR AD ON PAGE 89.

SOFTMED SYSTEMS, INC./INNOVATIVE HEALTH SYSTEMS, INC. 8950
Cal Center Dr., Ste. 201 Sacramento, CA 95826 (800) 695-4447; (916)
368-4090; FAX: (916) 368-4984 Donald Ratcliff President Market: National...
...module Hardware/Operating System: IBM or compatible 386 or 486, DOS 5.0

or higher operates on any network system, preferably Novell SoftMed's comprehensive health information management system is a full line of integrated, modular software products designed to automate all aspects of health information management services for all levels of patient care...

...Shoreline Hwy., Ste. 295 B Mill Valley, CA 94941 (415) 331-4844; FAX: (415) 331-5910 William J. Sorkin President Executive search and recruiting for healthcare information-system vendors, consulting firms and hospitals.

Source Computing, Inc. 627 S. 48th St., #100 Tempe, AZ 85281 (602) 829-7270; FAX: (602) 829-6917 William C...

...Develop, sell and support medical- and physician-office accounting software. A/R, billing, A/P, P/R. Also provide electronic clearing for all types of medical insurance claims.

Source Data Systems, Inc. 950 Ridgmont Dr., N.E. Cedar Rapids, IA 52404-7222 (319) 393-3343; FAX: (319) 393-5173 Jeff Kenjar Director...2400; FAX: (312) 329-3668 Bill Zerbinopoulos Healthcare Sales Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: \$195 and up Hardware/Operating System: DOS, Windows, OS/2, UNIX, Macintosh, Midrange SPSS software is...

...800) 544-3477; (503) 221-0448 Andrew Ferguson Director of Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 500+ Price Range: \$5,995 and up Hardware/Operating System: IBM compatible PCs, 640K memory, DOS...

...100 Schaumburg, IL 60173 (708) 240-1811; FAX: (708) 240-9059 Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Standard Register is a business-management consulting and manufacturing company. We service all healthcare environments by providing customized...

...Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Physicians; Multi-Facility Organization; Community Health Networks Sterling Solutions Ltd. (SSL) is a nationally recognized expert on healthcare-management systems in the managed-care environment. SSL provides a full range of services to help practices, MSOS and PHOS select and implement computer systems. SSL has...

...provides the total CPR-ready solution for medical reporting. The RTAS 1000 delivers unparalleled power, connectivity, reliability and functionality for hospital-wide digital dictation. MDXpress medical transcription system, based on WordPerfect, uses industry standard components. Smartype for speed typing software reduces a transcriptionist's keystrokes by 60 to 70 percent.

Sun Microsystems, Inc and services. Sun's innovative open client-server computing solutions are used by leading healthcare information system and medical imaging providers. To locate Sun's home page on the Internet through Mosaic, use URL <http://www.sun.com>.

Sunquest Information Systems, Inc...

...Hills, MI 48334 (810) 855-0960 Elaine Roach Executive Director Market: National; International Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Formed in 1984 with the goal of assisting providers in reengineering healthcare delivery, Superior is one of the...1200; FAX: (708) 733-0266 Steve Welton, Vice President, Sales/Marketing Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health Hardware/Operating System: PC-based, LAN compatible Systemetrics develops and markets range of PC-based, networkable applications for healthcare. Our applications and HL7-compatible. Systemetrics provides 24-hour...

...7701; (415) 969-7047; FAX: (415) 969-0118 Reba Gibbons Sales Market: National Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-facility Organization; Community Health Networks Total Installed: 20,000 Price Range: \$6,000 to \$25,000 and up Hardware/Operating System: PCs, DOS...

...FAX: (703) 524-6666 William J. Cougherty Healthcare Information Services Market: National; UK Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Price Range: \$100,000 to \$2.5 million Hardware/Operating System: All A leader in applied information technology...

...727-2001; FAX: (714) 727-2156 Patricia Davis Market: AZ, CA, HI, NV Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Hardware/Operating System: Intel-based hardware, SCO UNIX operating systems Provide engineering and technical support for SCO UNIX operating environments and the hardware platforms...

...382-1915 Jackie Pomponi, Sales and Marketing Manager Market: National; Japan, Canada, Europe Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Price Range: \$89 to \$179 Hardware/Operating System: Macintosh, Windows, DOS LifeART computer illustrations enhance all your medical communications. Six collections cover anatomy, healthcare...Ring and high-speed networks. 3Com has worldwide research and development, manufacturing, marketing, sales and support capabilities.

SEE OUR AD ON PAGES 12-13.

3M Health information Systems 575 W. Murray Blvd. Murray, UT 84157-0900 (800) 367-2447; FAX: (801) 263-3658 Anna Sims-Jones Marketing Communications Market: National; Canada, Australia, UK...

...Managed Care; Clinics/Group Practices; Insurance Companies Total Installed: 3,000 Hardware/Operating System: Tandem, IBM PC, mainframe, ADS/VX, UNIX, DOS, multiple platforms 3M Health Information Systems (3M HIS) provides clinically oriented information systems for inpatient and outpatient care. HIS products use expert system technology decision support for clinical and administrative decision...

...CA 95670 (916) 851-3900; FAX: (916) 638-1820 Brian F. Conner Marketing Representative Market: National; Canada, former Soviet Republics Hospitals; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 45 Price Range: \$30,000 to \$1.5 million Hardware/Operating System: IBM compatibles, OS/2, DOS 3Net develops and implements its...

...Sybase UNIX, client-server. Object-oriented GUI. Available on 486. Health-base is an international provider database scheme for developers integrating managed care.

Tri-Cord Healthcare Information Systems 22936 Mill Creek Rd., Ste. B Laguna Hills, CA 92653 (800) 350-3696; (714) 581-6734; FAX: (714) 581-6736 Don Kaczmarek Senior Account Representative...

...Canada Hospitals Total Installed: 28 Price Range: \$15,000 to \$450,000 Hardware/Operating System: DG, IBM, DEC, HP, PC clone, UNISYS, UNIX Tri-Cord Healthcare Information Systems is a software development/marketing firm providing information systems and services for over 15 years. TCHIS's SPIRIT 2000 is a comprehensive hospital information system...6696; FAX: (408) 970-7338 Dan Williams Healthcare Marketing Manager Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: 100+ UB Networks integrates all the various systems found in today's healthcare organizations into a...

...IA, NE, ND, SD, CO, UT, NM, AZ, WA, OR, ID, MT, WY Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Multi-Facility Organization; Community Health Networks Hardware/Operating System: integrated voice, video, imaging, data communications networks US WEST works with healthcare clients to meet...

...0648 John Payne Vice President of New Business Development Market: National; Canada, Europe Hospitals HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies Total Installed: 85 Price Range: \$3,000 to 250,000 Hardware/Operating System: DOS, Windows Velocity provides outcomes information-management solutions empowering clinicians, patients...

...477 Austin, TX 78748 (512) 328-4087; FAX: (512) 328-4147 Chris Van Waters Market: National Hospitals; HMO/PPO/Managed Care; Clinics/Group Practices; Home Health; Physicians; Insurance Companies; Community Health Networks Total Installed: 3,000+ Price Range: \$750 to \$200,000 Hardware/Operating System: MS DOS, MS Windows We develop EDI systems...

...Rebecca Whitehead Marketing Communications Specialist Market: National; UK, South America, Japan, Canada, Australia Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Insurance Companies Total Installed: 2,500+ systems Price Range: \$14,950 to \$65,000 Hardware/Operating System: VTEL Mediamax, Pental Graphics Ausin, Texas-based VTEL Corporation...

...3029; FAX: (404) 431-3030 Joseph Trivisme Principal Consultant, Healthcare Market: National; Worldwide Hospitals; HMO/PPO/Managed Care; Long-term Care; Clinics/Group Practices; Home Health; Physicians;

Insurance Companies; Multi-Facility Organization; Community Health Networks Total Installed: More than 1,200 integrated workflow/imaging systems Installed Price Range: Variable Wang provides technologically advanced...Hardware/Operating System: PC-based, DOS Design and implementation of integrated-medical and disability-management solutions for self-insured employers. Develop and implement workers'-compensation, medical-disability programs including injury-prevention programs such as pre-employment screening, ergonomic assessment, job-task analysis and functional-capacity assessment with fully integrated messaging, reporting and communication...

...Multi-Facility Organization; Community Health Networks Hardware/Operating System: DEC VAX Zebec is a computer service which outsources your contract management/decision-support needs for Medicare/Medicaid and managed care. Zebec's MEDTRAX System automatically updates plan changes, providing up-to-date reports and statistics on demand. Zebec interfaces with any existing...

7/3,K/29 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06662514 SUPPLIER NUMBER: 13926304 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Can we help a retarded child without cutting her benefits? (includes additional financial advice) (Money Helps) (Column)
Harrlys, Harris
Money, v22, n7, p27(3)
July, 1993
DOCUMENT TYPE: Column ISSN: 0149-4953 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1332 LINE COUNT: 00099

ABSTRACT: A couple in their forties can help their 24-year-old retarded daughter without substantially reducing her Supplemental Security Income and Medicaid by buying her a house. Additional financial advice and information on a variety of subjects is provided.

7/3,K/30 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06189544 SUPPLIER NUMBER: 13012517 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Yes, the market can curb health costs. (managed competition)
Faltermayer, Edmund
Fortune, v126, n14, p84(5)
Dec 28, 1992
ISSN: 0015-8259 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3166 LINE COUNT: 00247

...DESCRIPTORS: Health insurance--

7/3,K/31 (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

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05929874 SUPPLIER NUMBER: 13022549 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Factors related to the provision of hospital discounts for HMO inpatients.
(health maintenance organizations)
Kralewski, John E.; Wingert, Terence D.; Feldman, Roger; Rahn, Gary J.;
Klassen, Thomas H.
Health Services Research, v27, n2, p133(21)
June, 1992
ISSN: 0017-9124 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 6482 LINE COUNT: 00514

... Chan, Kralewski, et al. 1990) found that the price sensitivity of demand varies by HMO model type. The elasticity of demand for admissions by staff-network plans was - 3.044. In other words, a hospital would gain 3 percent more admissions from a staff-network plan if price was decreased by 1 percent. This is contrast to a less price-sensitive response by IPA plans.

The research to date has dealt...

...create competitive markets for hospitals services is part of an important policy issue. This issue centers on the potential use of price competition in the health care system as a means to improve the effectiveness and efficiency of the system. It is argued that HMOs, by concentrating patients at particular hospitals and exerting... analysis are listed in Table 1. For the purpose of this study we have broadly defined discount to include every pricing arrangement at less than list price.[1] Risk sharing, a separate and identifiable feature of contracts, may or may not be associated with a discount. The dependent variables - the presence or...very important in understanding hospital-HMO contracting.

Our data, along with our previous studies, indicate that HMOs are playing an increasingly important role in the health care delivery system and are creating markets that serve as important agenda items for hospitals. It appears that the majority of the hospitals are responding to these markets...

7/3,K/32 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

05792091 SUPPLIER NUMBER: 11866708 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The M&A Rosters; third quarter 1991.
Mergers & Acquisitions, 26, n4, 65(65)
Jan-Feb, 1992
ISSN: 0026-0010 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 104170 LINE COUNT: 10201

... as well as the management of data. Its principal products include the design, manufacture, and sale of business forms, industrial and consumer catalogs, directories and price lists, pressure sensitive labels, and one-time carbon paper and carbon inks. It also markets computer accessory supplies, computer hardware and software, tax and utility billing...000 Revenues: \$8,000,000
Year End: 10-31-90 Year End: 12-31-90

Terms: Whittaker acquired the business and assets of 3M Diagnostic Systems, a unit of ...Sealed Air manufactures and distributes specialized protective packaging products and systems, including AirCap and PolyCap air-cellular packaging materials and Instapak foam-in-place packaging systems. Its other products include Cell-Aire and Cellu-Cushion polyethylene foam, Jiffylite shipping bags, Poly Mask adhesive coated masking materials, and Cold Seal cohesive films...Alstom Compagnie Generale D'Electricite. Alcatel holds a 4-percent share of U.S. transmissions market through its Alcatel Network Systems unit. The Network Transmission Systems division of Rockwell International supplies products for telephones communications networks, including fiber-optic transmission systems, microwave transmission systems, digital multiplex products, and digital cross-connect...

...guidance systems, night vision devices, optical systems, electronic warfare systems, and laser systems. Its industrial systems and services segment manufactures, sells, installs, and services integrated systems, including material handling and management systems, control systems, and software and document management systems. Its marine engineering and production segment manufactures and overhauls military and ...of

Inc. Colorado Inc.
Nashville, TN Denver, CO

Revenues: \$1,010,000 Net Loss: \$1,374,000 Year End: 12-31-90 Terms: National Medical Waste acquired BioWaste Services of Colorado for an undisclosed amount of cash, stock, and the assumption of certain liabilities. Principals: National Medical Waste was formed to...total of 45 offices in Cambria, Somerset, Bedford, Westmoreland, Fayette, Indiana, and Blair counties in Pennsylvania and are members of both the Federal Reserve System and the FDIC. Deposits totaled \$689.9 million at December 31, 1990. Subsequent to its acquisition of Peoples Federal Savings Bank, the five Peoples' offices will...offers retail installment, machinery, and equipment financing and industrial, commercial, and personal loans. It is also engaged in underwriting casualty, property, credit life, and health insurance. Kentucky Finance, a unit of Kentucky Central Life Insurance Co., is a consumer finance concern that handles direct consumer lending through 159 offices in 10 states...funds and for funds of local governments. Securities, Annuities & Insurance Services, a subsidiary of GNA Corp., a unit of Weyerhaeuser Co., operates the Investment Network of America program. GNA created the investment program under an agreement with the Bank of America in 1988 to bring tax-deferred annuities and mutual funds to the customers...

7/3,K/33 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04500908 SUPPLIER NUMBER: 08049130 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Third annual 1990 directory of human resources services, products and suppliers. (directory)
Personnel, v67, n1, p41(109)
Jan, 1990
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 105313 LINE COUNT: 10071

... multiple
 companies/divisions/departments and a
 user-defined sublevel. PINSTRIPE [R] Benefits
 Module is a benefit administration system
 that handle flexible benefits, health and
 welfare plans, defined contribution, and defined
 benefit plans.
 Ken Holec, President
 Richard Lawson, Vice-President, Research
 and Development
 Brand Offices:
 3333 Michelson Dr., Irvine, CA 92715;
 714...benefits information.
 Publications include the Employee Benefit
 Plan Review and IBIS Review magazines,
 Spencer's Research Reports on Employee
 Benefits, Spencer's Compliance Guide for
 Health and Benefit Plans, The Employee
 Benefit Software Directory, Spencer's
 Retirement Plan Service, the IBIS Briefing
 Service, and numerous instructional booklets.
 Charles D. Spencer, Editor
 Bruce F. Spencer...312-583-8500
 Contact: Mr. James F. Golden, Asst. Vice-President
 No. of Employees: 5,000+
 Published of looseleaf tax, labor, human
 resources, social security/medicare,
 securities/finance and trade/business law
 services. Major publications include: Human
 Resources Management (compensation,
 employment relations, EEO, personnel
 practices/communications, OSHA
 compliance, Ideas and Trends...of 300 private specialty hospitals
 providing data and information on inpatient
 psychiatric care and hospital-based mental
 health services. Booklets and data available
 on mental health insurance coverage,
 benefit design, and managed care programs (e.g.,
 psychiatric case management). Free
 resource catalog available.
 Robert L. Thomas, Executive Director
 National Planning Data Corporation...President
 No. of Employees: 5
 Computerized job interviews and weighted
 application blank studies to predict employee
 turnover and employee theft.
 Brooks Mitchell, Ph.D., President
 Health Evaluation Programs, Inc., 808 Busse
 Hwy., Park Ridge, IL 60068; 708-696-1824;
 800-323-2178
 Contact: Arlene Kendzy
 No. of Employees: 55
 Health Evaluation Programs, Inc. (HEP)
 provides health services for business and
 industry with medical instrumentation, mobile and

fixed-site testing. HEP will develop a ...Largest recruitment section in the southeast

with Sunday circulation of 665,000. Atlanta offers strong representation in the high-tech, computer, telecommunications, transportation, aerospace, manufacturing, medical, banking, and insurance industries. Over four Sundays, we reach 93% of the 841,000 plus white-collar workers in Atlanta. Member of Cox Newspapers Recruitment Advertising Network.
Jay...

7/3,K/34 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rts. reserv.

03718920 SUPPLIER NUMBER: 06787180 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Rx: buy right. (businesses need to manage cost of health care; includes related article)
Braham, James
Industry Week, v237, n9, p45(4)
Nov 7, 1988
ISSN: 0039-0895 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3762 LINE COUNT: 00294

... costs.
* Companies have adopted utilization review procedures, such as requiring certification before a hospital stay and a second opinion before surgery.

* They have offered HMO (health maintenance organization) plans that promised to be a lower-cost alternative to traditional indemnity or fee-for-service insurance.

* They have turned to self-funding, leaving the insurance...

...providers a reason to work for this goal."

ALLIED'S PLAN. Through a three-year contract with Cigna Corp., Allied-Signal in March instituted a managed health-care plan that by 1990 will cover the company's 65,000 salaried and other nonunion employees, plus dependents. This single national plan, which will replace the...continuing:

- * New and expensive technology.
- * An aging employee base, requiring more care.
- * Unnecessary surgical procedures.
- * Cost shifting. The government, for example, was shifting costs from

Medicare to the private sector. Hospitals were shifting costs from in-house to outpatient care.

Plus, "a whole new array of factors" was appearing, Mr. Duva...

...costs for three years boggles my mind," says the benefits director of another large corporation.

A BELL PLAN. Southwestern Bell Corp. has a similar managed health-care plan. Self-funded, administered by Prudential Insurance Co., it places no cap on company costs, however. And, unlike Allied-Signal's, it includes union employees and...

...is for many more organizations to demand such arrangements," he contends.

In the Allied-Signal plan the employee selects a primary-care physician from the network, whether he plans to use him or not. When service is needed, he can go to that physician and receive all the network benefits.

The network physician is...two years.

Most providers continue to resist corporate attempts at securing information, however. In Erie, Pa., Lord Corp. has surveyed area pharmacies and posted a price list for its employees. "But when you get into the heavyhitting stuff, the hospitals, we've found it impossible," Mr. Busch complains. "Our coalition in town...corporations and other healthcare managers are beginning to negotiate more attractive prices, the providers are shifting costs to companies not yet bargaining, charging a higher "list price."

"This dynamic," Mr. Moynahan believes, "will bring a lot more players [companies] into the business of negotiating with the providers. What ultimately will happen, hopefully...

...DESCRIPTORS: Health insurance--

7/3,K/35 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01782113 SUPPLIER NUMBER: 16824289 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards. (Software Review)(Evaluation)(Brief Article)
Wong, William
Computer Shopper, v15, n6, p663(13)
June, 1995
DOCUMENT TYPE: Evaluation Brief Article ISSN: 0886-0556
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 17892 LINE COUNT: 01418

... Graphics. 8 lines, 14400. \$5 monthly. Interlink conferences, Chatlink, Majornet, NETACCESS.
Cocoa 634-5950. S.O.S. Business Network. 1 line, 14400. \$10 quarterly.
Entrepreneurs, MLM, importers/exporters, work-at-home.
Jensen Beach 334-8373. Magic Carpet BBS. 2 lines, 14400. No fee.
Windows-based online viewing.
Jupiter 575-7439. ROMper...No fee. Online games. Files.
Franklin 586-4506. Frontiers BBS. 1 line, 38400. No fee.
General-public BBS, shareware files.
La Grange 222-2131. Home Healthcare Systems Inc. 1 line, 14400. No fee. Customer support, general.
Ledbetter 898-4139. Thunder Palace. 1 line, 14400. No fee. Messages, files, topics of interest.
Louisville...827-5274. AlterNet BBS. 2 lines, 38400. No fee.
Information station. Fee CD-ROM access.
Auburn 832-7542. The Information Society. 1 line, 57600. No fee.
BBS lists, CD-ROMS, netted.
Auburn 756-2227. Rocket Town Computing BBS. 2 lines, 28800. No fee.
Free download first call.
Ayer 772-3215. The Yellow Submarine...

...Tour de Force. 2 lines, 28800. No fee. Fido/Bay/Genius/Search nets.
 Medway 533-5426. CD's for PC's. 1 line, 38400. No fee. Online
 catalog dedicated to CD-ROMs.
 Milford 473-3899. Info-Mart. 1 line, 14400. No fee. Children's
 educational games.
 Milford 478-0153. Gadge'-Tronics Computer Consultants...The Nth
 Dimension. 1 line, 28800. No fee. No ratios, full access first call.
 Detroit/Clinton Township 412-1302. MegaSoft Online. 1 line, 14400. No
 fee. Home of "Executioner" menu system.
 Ferndale 542-0186. Standing Room Only. 1 line, 14400. No fee. CD-ROM,
 adult, and files.
 Flint 736-5912. Checkerboard BBS. 1 line, 14400...

7/3,K/36 (Item 2 from file: 275)
 DIALOG(R)File 275:Gale Group Computer DB(TM)
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01770466 SUPPLIER NUMBER: 16825742 (USE FORMAT 7 OR 9 FOR FULL TEXT)
 Bulletin boards. (Hardware Review)(Evaluation)
 Baldasserini, Mario
 Computer Shopper, v15, n5, p655(13)
 May, 1995
 DOCUMENT TYPE: Evaluation ISSN: 0886-0556 LANGUAGE: ENGLISH
 RECORD TYPE: FULLTEXT
 WORD COUNT: 19900 LINE COUNT: 01569

... 14400. No fee. Latest Atari shareware. Jaguar files.
 Fallon 423-8352. AmigaBoard BBS. 2 lines, 19200. No fee. Politically
 incorrect BBS.
 Henderson 565-7336. The Health Watch System BBS. 2 lines,
 14400. No fee. Health needs. Newsletters, hard-to-find tips.
 Las Vegas 222-0409. Vega\$ Online BBS. 22 lines, 2400. 25 cents...
 Houston 683-1995. Liberty BBS. 5 lines, 57600. \$35 annually. Technology,
 networking. Internet.
 Houston 280-8586. The Computerized Networker. 2 lines, 14400. \$60
 biannually. Network marketing, bartering.
 Houston 531-7517. The Terminal Zone. 1 line, 14400. No fee. Usurper,
 TW2002, LORD. Echomail.
 Houston 556-0657. Tax One. 4 lines, 14400. \$5 monthly...868-5274.
 Shock! BBS. 2 lines, 14400. \$30 annually. Doom, Doom, and more Doom.
 Newport 334-7976. CUS-VT BBS. 2 lines, 38400. No fee. Source
 VTBBS list.
 Sharon 295-6302. The File Pool BBS. 1 line, 19200. No fee. DOS,
 Windows, OS/2 files. Games.
 St. Albans 524-4637. Bit O' Bytes BBS...

7/3,K/37 (Item 3 from file: 275)
 DIALOG(R)File 275:Gale Group Computer DB(TM)
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01753093 SUPPLIER NUMBER: 16670809 (USE FORMAT 7 OR 9 FOR FULL TEXT)
 Bulletin boards.(Directory)
 Computer Shopper, v15, n4, p663(12)

April, 1995
DOCUMENT TYPE: Directory ISSN: 0886-0556 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 17444 LINE COUNT: 01357

... Graphics. 8 lines, 14400. \$5 monthly. Interlink conferences,
Chatlink, Majornet, NetAccess.
Cocoa 634-5950. S.O.S. Business Network. 1 line, 14400. \$10 quarterly.
Entrepreneurs, MLM, importers/exporters, work-at-home.
Debary 668-7601. Debary Mountaineer. 1 line, 14400. \$25 annually.
Kissimmee 348-2006. The No-Name BBS! 3 lines, 19200...line, 14400. No
fee. Online games. Files.
Hopkinsville 886-7146. The FlightLine. 1 line, 14400. No fee. Nets.
Renegade support.
La Grange 222-2131. Home Healthcare Systems, Inc. 1 line,
14400. No fee. Customer support, general.
Ledbetter 898-4139. Thunder Palace. 1 line, 14400. No fee. Messages,
files, topics of interest.
Louisville...networks, conferences.
Ashburnham 827-5274. AlterNet BBS. 2 lines, 14400. No fee. Alternative
health care.
Auburn 832-7542. The Information Society. 1 line, 57600. No fee.
BBS lists, CD-ROMS, netted.
Auburn 756-2227. Rocket Town Computing BBS. 2 lines, 28800. No fee.
Free download first call.
BillERICA 663-

7/3,K/38 (Item 4 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01681222 SUPPLIER NUMBER: 15359868 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bulletin boards.
Computer Shopper, v14, n6, p633(28)
June, 1994
ISSN: 0886-0556 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 15923 LINE COUNT: 03949

... BBS; sysop Marvin Zebian. 20 lines--486; 1200Mb running WildCat 3.1
with U.S. Robotics at up to 38400 bps. Estab. 03/93; no fee.
Lists contract jobs available, specializing in OS/2 & Windows
client/server utilities.
Arcadia 358-6538. IntelNET; sysop Fred Coles. 1 line--486; 245Mb
running VBBS 6...running Galacticom 5.31 with Cardinal at up to 19200 bps.
Estab. 03/93; no fee. PC shareware/freeware, political forums, entire
Clinton economic and health plans, local topics.
Wallingford 265-1271. Shanghai BBS; sysop John Casper. 1 line--386;
850Mb running Maximus 2 with U.S. Robotics at up to 14400...60Mb running
Oracomm Plus 7.P with Generic at up to 2400 bps. Estab. 02/92; \$25
biannually. The online social club of the NixPix network,
offering adult conversation and interactive support.
Grayslake 548-6103. The File Sponge BBS; sysop File Sponge. 1
line--386; 303Mb running Renegade 01-02-94 with...Gary Barr. 12 lines--486;
2700Mb running Remote Access V2.01 Prof with U.S. Robotics at up to 57600
bps. Estab. 05/85; no fee. SUPRT BBS list, adult areas,

MS-DOS/Amiga/Mac areas, files via satellite, fire/EMS, much more.
Evansville 476-7564. The Aquila System; sysop Brian Fahrlander. 1 line
...Cage; sysop Clay Smith. 1 line--286; 160Mb running Spitfire 3.4 with
U.S. Robotics at up to 38400 bps. Estab. 12/92; no fee. Huge
list of Louisiana bulletin boards.
Houma 851-4230. Computer Associates of Louisiana BBS; sysop Rick
Luquette. 1 line--486; 600Mb running QuickBBS 2.80 Beta with...

7/3,K/39 (Item 5 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01352519 SUPPLIER NUMBER: 08182804 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Database directory 1990. (buyers guide)
Data Based Advisor, v8, nl, pS18(77)
Jan, 1990
DOCUMENT TYPE: buyers guide ISSN: 0740-5200 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 46989 LINE COUNT: 04063

... LAN, and track support calls. \$1495
Netreports
Brightwork Development, Inc. P.O. Box 8728 Red Bank, NJ 07712 (800)
552-9876 fax: (210) 530-0622
Network management programs for NetWare LANs, \$295
Network Test System
J.R. Whipple & Associates 1659 Scott Blvd., #1 Santa Clara, CA 95050
(408) 243-2796
Automatically test and...Invoicing System
Inland Computers of California 1810 Main St. Ramona, CA 92065 (619)
789-7485 fax: (619) 789-7431
Track loadsheets, invoices, and cartage. Multiple price
lists.
DAY CARE
ABC Child Care
Texas Management Systems 1920 Webster Dr. Plano, TX 75075 (214)
596-0887 fax: (214) 250-6721
An accounting and student...289-9290
Modules for nurse staffing, personnel benefits, and quality
assurance.
Medisin
Decision Tree Systems One Redwood Lane Ridgefield, CT 06877 (203)
438-4902
A medical staff information system with mailmerge,
reports, and more.
The Data Care System
Health-Data Care, Inc. 201-203 Yonge St. South Aurora, ON L4G 3R2
(416) 841-1437...MEDICAL
FOXMed
Alamo City Computer 16601 Blanco Suite 206 San Antonio, TX 78216 (512)
492-2225
Medical software with source code and no royalties. \$1995
Medical Systems
Amston Management, Inc. 515 Madison Ave., Suite 2500 New York, NY
10022 (212) 980-1860

Medical software for leading systems including training and enhancements.

Medical Billing
 Barecomp 5206 E. Woodward Lane Anaheim, CA 92807 (714) 777-3933
 Medical billing system with electronic claim processing.
 Health Trac
 BASE 2 Products, Inc. 1150 Serenade St. NW Palm Bay, FL 32907 (407) 728-5974
 Medical practice systems hardware and software. \$7000
 Medi-Mate
 Computek Business Systems 4380 Viewridge Ave., Suite B San Diego, CA 92123 (619) 571-7961
 Medi-Mate sales and...

...442-1180
 Gateways to mainframes for easy access to information. (Medical installations)
 PRISM
 ProCon 633 Sheffield Lane Bolingbrook, IL 60439 (312) 985-2108
 A chiropractic/medical system.
 Bad Debt Tracing System
 Sound Investment Enterprises P.O. Box 9420 Panama City, FL 32407 (904) 235-0535 fax: (904) 233-6560
 Software for hospital...Integration Group 501 N. Commonwealth Ave., #19 Fullerton, CA 92631 (714) 680-4133
 We customize, install, train, and support medical and dental software and hardware.
 Medical Systems
 Unified Information Systems, Inc. P.O. Box 632 New Castle, IN 47362 (317) 529-0658
 Dental and physician systems with billing, G/L, and patient...dBASE IV, and Clipper.
 ARIZONA
 Consulting/Programming
 ADS-Accounting Development Service 715 W. Baseline, #3-108 Tempe, AZ 85283 (602) 431-1011
 Custom accounting and medical systems for small businesses.
 Consulting/Programming
 Fincomp P.O. Box 41893 Phoenix, AZ 85080-1893 (602) 780-2208
 Clipper and FoxBASE+ custom programming. PC software and...DATABOSS Tools, [10] American Software Consultants Consultants/Programmers, [28] Amston Management, Inc. Accounting Systems, [28] Apparel Software, [27] Consultants/Programmers, [28] Import/Export Systems, [27] Medical Systems, [27] Anchor Research Consultant/Programmer, [28] Anderson Computing Experts dBASE/Clipper Applications, [28] Apex Computer Resources Software design, [28] Apex Software Corp. Apex Database Library...Windows, [1] Burns & McDonnell Engineering Programming, [28] Business Computer Consulting Comprehensive Business Records Management System, [3] Business Computer Systems, Inc. Power Producer, [27] Business Services Network Roster Program, The, [27] Business Tools, Inc. TAS Professional 3.0, [1] ButtonWare PC-File:dB, [1] Buzzwords International dAnalyst, [14] Mach-4, [6] Screen Shooter, [11...DbFrame or ParaFrame, [18] DbMerge or ParaMerge, [18] Parafix, [17] TSRLOCK, [16] Turnkey Mini-Computers Database Design, [28]

U

Unified Information Systems, Inc. Consultants, [28] Medical Systems, [27] University Research, Inc. ClipArt Libraries, [6] dProg, [12] Hazardous Chemical Records Tracking System, [27] Laser Cartridge Refill Manual, [21] Unlimited Software, Inc. MotionSoft, [27...

7/3,K/41 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2009 Dialog. All rts. reserv.

17438240 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Insurance Issues Can Be Complicated, Confusing
Megan Mulholland
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (POST-CRESCENT - APPLETON,
WISCONSIN)
June 25, 2001
JOURNAL CODE: KPOC LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 702

(USE FORMAT 7 OR 9 FOR FULLTEXT)
Health Insurance Issues Can Be Complicated, Confusing

When trying to make sense of the health insurance industry, think of it like a football team.
When the Green Bay Packers take the field, each player has a job -- catching the ball, protecting...
... running back, for instance, proves effective on third down and short while another is better for longer plays.
On a fundamental level, the complicated, expansive health insurance industry works the same way. Unfortunately, plotting the landscape is not as simple as drawing X's and O's on a chalkboard.
In other...

...the United States.

Commercial players include giants such as Blue Cross Blue Shield United of Wisconsin and Humana, or smaller local companies like Touchpoint and Network Health Plan.

Some employers offer self-funded health insurance and hire a third-party administrator to run an account for employees' care needs. And the field broadens with government programs like Medicare, Medicaid and worker's compensation.

"You're dealing with a whole bunch of companies with their own strategic plans and business needs," said Jay Fulkerson, president...

... doctor, hospital or provider; insurance and the patient would each pay part of the bill. But today, more than half of all Americans who have health insurance are enrolled in some kind of managed care plan, an organized way of providing services and paying for them, said the agency, which is a...

... one of two formats: health maintenance organizations (HMOs) and preferred provider organizations (PPOs).

An HMO offers members a range of health benefits for a monthly fee. HMOs provide a list of providers. Patients pay nothing or a copayment, like \$5 or \$10, for services. If patients go outside the HMO network, they pay the entire...

SIC CODES/DESCRIPTIONS: 7941 (Professional Sports Clubs & Promoters); 6320 (Medical Service & Health Insurance); 6300 (Insurance Carriers)

NAICS CODES/DESCRIPTIONS: 711211 (Sports Teams & Clubs); 524114 (Direct Health & Medical Insurance Carriers); 5241 (Insurance Carriers)

7/3,K/42 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2009 Dialog. All rts. reserv.

12509346 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Selecting the Right Health Care Plan Requires Research
Megan Mulholland
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (POST-CRESCENT - APPLETON, WISCONSIN)
August 22, 2000
JOURNAL CODE: KPOC LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1211

(USE FORMAT 7 OR 9 FOR FULLTEXT)
Selecting the Right Health Care Plan Requires Research

The right health insurance can remedy many ailments, but the wrong coverage can lead to even bigger headaches -- like bankruptcy. Research, and knowing what you need, is the prescription for selecting health insurance.

... people need to understand what's available, say Miller and Charly Wrzesinski, agent-owner of Fox River Insurance, 1920 E. Northland Ave., Appleton.

With any health plan, there is a required premium, typically a monthly payment made by either the member or his employer.

Health plans differ in their approach, including choice of providers, out-of-pocket costs and how bills are paid, reports the state's Consumer Guide to Health...

...pay the difference between the provider charges and the plan's payment. Health maintenance organization (HMO) -- HMOs offer a range of benefits for a monthly fee.

They have a list of primary care doctors. This physician -- a gatekeeper -- coordinates care, meaning members must contact him to be referred to a specialist. With some HMOs, members...

... as a POS plan. Members can refer themselves outside the plan and still get some coverage.

If the doctor makes a referral out of the network, the plan pays all or most of the bill. If members refer themselves to an outside provider and the service is covered, members pay coinsurance.

Individual plans...

...short and long term, Wrzesinski said.

Recent graduates or those between jobs often purchase them, he said. A medical savings account remains yet another possibility.

Medicare is the main insurance for those 65 and older.

Wrzesinski normally sells plans with freedom to choose a hospital and doctor. People can get options to help cover certain items, like the deductible.

Low-income programs -- The Health Insurance Risk Sharing Program, offered by the federal government, can help if you've been turned down for health insurance coverage.

Medicaid, or medical assistance, covers some low-income people (especially children and pregnant women), and disabled people. Wisconsin's BadgerCare provides coverage for many low-income families not eligible for Medicaid.

Healthy Start is for pregnant women, low-income children and teens up to age 19.

Different people, different needs There are two categories of insurance...

... many choose higher deductibles, -- like \$500 or \$1,000 -- to keep the premiums down because they're healthy and young," Wrzesinski said.

People should choose health insurance based on the quality of a company and plan first, Miller said, and not based on low-cost prescriptions, doctors' fees, etc.

"Most buy because...

... and have the bells and whistles. Others do not care and want to pay less."

Miller suggested a few items to think about when buying health insurance: * How large is the risk pool?

"Joining a large group is always best," he said. "It provides the lowest rates and most stable premiums."

-- How... percent of bankruptcies were caused because of health care benefits, he said. "The majority were not uninsured; they were under-insured," he said. "They had health insurance, but it didn't cover them adequately."

SIC CODES/DESCRIPTIONS: 6320 (Medical Service & Health Insurance)

NAICS CODES/DESCRIPTIONS: 524114 (Direct Health & Medical Insurance Carriers)

7/3,K/43 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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07851951 (USE FORMAT 7 OR 9 FOR FULLTEXT)
New Jersey Insurers to Cease Coverage of Insulin Sensitizer
David Shook
KRTN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (RECORD - HACKENSACK, N.J.)
October 21, 1999
JOURNAL CODE: KREC LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 833

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Rezulin, a so-called insulin sensitizer and the company's second best-seller, from a preferred list of drugs covered under a minority of its health plans. Aetna U.S. Healthcare, the state's largest insurer after buying Pru Healthcare this year, also may remove Rezulin from

its nationwide list of preferred...

... slightly higher co-pay for preferred branded drugs, and the highest premium for non-preferred drugs. Horizon has about 65,000 members with the three-tiered prescription coverage plan who will pay more for Rezulin.

Nationwide, Rezulin has been used by about 1.6 million people and is the second highest grossing pharmaceutical Warner...

... be a factor. Generally, Actos and Avandia are less expensive, Horizon's Terry Leach says. Warner-Lambert says it has no plans to change the catalog price of Rezulin, but will negotiate with insurers.

7/3,K/44 (Item 1 from file: 613)

DIALOG(R)File 613:PR Newswire

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00483294 20001220HSNATL1 (USE FORMAT 7 FOR FULLTEXT)

PR Newswire National Summary, Wed., DEC. 20, to 10 A.M., EST
PR Newswire

Wednesday, December 20, 2000 11:58 EST

JOURNAL CODE: PR NEWSWIRE, INTERACTIVE CONNECTION LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 6,950

...Air Force Contract for
C-130J Training Systems

CHW010 12/20/2000 08:29 r f bc-TN-Eastman-price-incr

(KINGSFORT) Eastman Increases Off-List Price for
2-Ethylhexanoic Acid

DCW006 12/20/2000 08:29 r f bc-VA-Systar-Atos-Origin

(ATLANTA) Systar Partners With Atos Origin to Deliver...

...Elva, Inc. Develops The Next Generation Smart Card Technology

NYW012 12/20/2000 08:36 r f bc-NY-ThruPoint-security

(NEW YORK) ThruPoint Augments Network Security Offering

CLW011 12/20/2000 08:37 r f bc-IN-Arthritis-study

(WARSAW) Arthritis Patients Are Largely Unaware of Treatment Options

NYW010 12/20/2000...Commences Tender Offer for Detection Systems Inc.

MNW002 12/20/2000 09:03 r f bc-MN-Employers-Associat

(BROADVIEW) Metro Physicians, Employers and County Health

Plus

Announce Private-Public Venture Discussions

MNW001 12/20/2000 09:05 r f bc-MN-Eschelon-Telecom

(MINNEAPOLIS) Eschelon Telecom, Inc. Completes Installation of
Network...

7/3,K/45 (Item 2 from file: 613)

DIALOG(R)File 613:PR Newswire
(c) 2009 PR Newswire Association Inc. All rts. reserv.

00330483 20000509MNTU030 (USE FORMAT 7 FOR FULLTEXT)
American Medical Security Group Announces Financial Results for 1st Quarter
2000 expected to continue for remainder of 2000 -- MedOne, group dental and
group life sales and profits continue strong -- Stock repurchase program
expanded
PR Newswire
Tuesday, May 9, 2000 16:31 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,347

TEXT:

...the last half of 1999, the company implemented
significant price increases and exited three unprofitable markets. To
reduce
claim costs, AMS also initiated a two-tier drug program,
recontracted with its
pharmacy benefit manager, and implemented a number of projects to enhance
claims cost management.

...the run-off of the CNA block acquired January 1, 1999,
the decline in membership in exited states, and lower sales as a result of
price increases.

Balance Sheet

At March 31, 2000, the company had a book value per share of \$15.01 and
a
tangible book value per share of \$7.86...

...Board of Directors voted to expand the common
share repurchase program by an additional \$5 million.

American Medical Security Group, through its operating subsidiaries,
markets health care benefits and insurance products to
small businesses,
families and individuals. Insurance products of American Medical Security
Group are underwritten by United Wisconsin Life Insurance Company. The
company serves...

7/3,K/46 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2009 Gale/Cengage. All rts. reserv.

03493367 Supplier Number: 47205411 (USE FORMAT 7 FOR FULLTEXT)
Second Cancer Network Meeting Tackles Wowing Managed Care
Medical Outcomes & Guidelines Alert, v5, n5, pN/A
March 13, 1997
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 452

... may well pay off.

Six weeks ago, the network named as new CEO, William McGivney, former vice president of clinical and coverage policy at Aetna Health Plans. He spearheaded Aetna's centers of excellence program, which permits referrals to academic centers of excellence under managed care. With expertise in managed care contracting, public policy, and technology assessment (McGivney previously headed the AMA's technology assessment program). He is seen as having the necessary skills to move the network forward in marketing top-level cancer care services to managed care organizations. In his welcoming address, McGivney said that he hoped to "develop business partnerships" and explore "potential...

...the network, criticizing several areas of state-of-the-art cancer care.

Newcomer took issue with inflated chemotherapy pricing -- "sometimes reimbursed at 100 percent of catalog prices," a concern that oncologists are "becoming nothing more than chemotherapy technicians," and disdain for chemotherapy manufacturers, whose "profit margins sometimes exceed 500 percent." There would...

7/3,K/47 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0708662 BW0082

ADVANCED LOGIC RSRCH 1: New ALR Revolution MP II+ 233-MHz system
strengthens company's server strategy with increased CPU
performance, upgradeability and manageability

June 02, 1997

Byline: Business Editors and Hi-Tech Writers

New ALR Revolution MP II+ 233-MHz system strengthens company's
server strategy with increased CPU performance, upgradeability and
manageability

...said Genny Ortegon, ALR's vice president of marketing.

"In addition, our 233-MHz Pentium processor upgrade kit addresses both the short and long-term needs by offering a reliable and upgradeable solution that meets their immediate requirements and at the same time allow for future network growth."

Ideal for 32-bit operating...

...leading

network operating environments, including Microsoft Windows NT, Novell NetWare, IBM OS/2, SCO UNIX, Sun Solaris, and UnixWare.

Pricing and Availability

With a starting list price of \$2,995, the 233-MHz Pentium-based

ALR Revolution MP II+ workgroup server is available immediately through ALR PrimeLine Direct and the company's...

7/3,K/48 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0503543 BW0058

Business Wire Recap

July 25, 1995

Byline: EDITORS

...07:01)

(BROADWAY-SEYMOUR) (BSIG) Charlotte, NC--BROADWAY & SEYMOUR
REPORTS EARNINGS FOR THE THREE MONTHS ENDED JUNE 30, 1995 (BW1017
07:26)

(CASE) (CSE) RACINE, Wis.--CASE CORPORATION FILES TO OF
FER 9

MILLION SHARES OF COMMON STOCK (BW0019 07:29)

(SQA) WOBURN, Mass.--Leading Research Shows SQA is the Top
Software Quality...BW0029 08:04)

(TIMBERLINE-SOFTWARE) (TMBS) BEAVERTON, Ore.--TIMBERLINE
SOFTWARE DECLARES QUARTERLY DIVIDEND (BW1063 08:05)

(PILOT-SOFTWARE) CAMBRIDGE, Mass.--Pilot Software joins
Sun's Network Business Advantage Program; Leading OLAP provider
to

participate in Data Warehouse Alliance Program (BW1064 08:05)

(SUN-MICROSYSTEMS-4) (SUNW) NEW YORK--SUN'S SUCCESSFUL CUSTOMER
MANAGEMENT SOLUTIONS...

...Control Market to Near \$1.2 Billion by 2001, Paced by New
Sterilization Systems (BW1066 08:06)

(SUN-MICROSYSTEMS-5) (SUNW) NEW YORK--SUN LAUNCHES NETWORK
BUSINESS ADVANTAGE PROGRAM FOR CORPORATE MARKET; Also Announces High
Availability Systems, Support (BW0031 08:06)

(FROST-&-SULLIVAN-2) MOUNTAIN VIEW, Calif.--Process Industry
Valve/Actuator Sales to Grow...1 ATX is major enhancement of SMC's award-wi
nning family of
multiprotocol, multilayer LAN switches (BW1119 08:46)

(COMMUNITY-HEALTH) (CYH) NASHVILLE, Tenn.--Community Health
Systems Reports 68% Gain In Second Quarter Earnings Per Share (BW112

1
08:48)

(

7/3,K/49 (Item 1 from file: 13)

DIALOG(R)File 13:BAMP

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00809214 Supplier Number: 94198859 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Steel tariffs--critical analysis and commentary.

Global Competitiveness, v 10, n 1, p 177

January 2002

DOCUMENT TYPE: Journal ISSN: 1071-0736 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 4100

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...and National, have been less successful.

These companies are burdened with huge liabilities on their balance sheets, most notably the "legacy costs" which are the health insurance and pension liabilities to their retirees. Past inflated employment practices have caught up with big steel. At US Steel, there are five pensioners for every...

...retirees to utilize the existing benefits offered by the Pension Benefit Guarantee Corporation (PBGC), in addition to tax credits to lessen the cost of obtaining health care insurance. With regard to trade barriers, the administration imposed tariffs of 8 to 30 percent on steel imports as illustrated in Table 3. The tariffs were...

...United States at remarkably steady levels in recent history, hovering around 6 million tons a year. Armed with this argument, the EU announced a two-tier plan of reprisals against the US. EU plans to impose a 100 percent tariff on close to \$400 million worth of US products as early as...

...tariffs have distorted the picture. With tariffs of up to 30 percent on imports, US steel producers took advantage of the situation and hiked their prices. Hot rolled steel sheet sold for \$210 a ton in 2001. In April 2002, the price went up to \$240 and in May rose again to \$300 a ton ...

? show files;ds
 File 350:Derwent WPIX 1963-2009/UD=200970
 (c) 2009 Thomson Reuters
 File 344:Chinese Patents Abs Jan 1985-2006/Jan
 (c) 2006 European Patent Office
 File 347:JAPIO Dec 1976-2009/Jul(Updated 091030)
 (c) 2009 JPO & JAPIO
 File 371:French Patents 1961-2002/BOPI 200209
 (c) 2002 INPI. All rts. reserv.
 File 348:EUROPEAN PATENTS 1978-200944
 (c) 2009 European Patent Office
 File 349:PCT FULLTEXT 1979-2009/UB=20091029|UT=20091022
 (c) 2009 WIPO/Thomson

Set	Items	Description
S1	30965	(MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL)(2W-) (MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING OR PLANS OR SCHEME? ?) OR MLM
S2	45854	(HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL)(2W) (PLAN OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR - MEDICAID
S3	543	S1 AND S2
S4	8794	(PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR FEES)(3N) (LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET OR SHEETS)
S5	26	S3 AND S4
S6	17	S5 NOT PY>2002
S7	17	S5 NOT AY>2002

? t7/3,k/all

7/3,K/1 (Item 1 from file: 349)
 DIALOG(R)File 349:PCT FULLTEXT
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00851775 **Image available**
 ADVANCED ASSET MANAGEMENT SYSTEMS
 SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES

Patent Applicant/Assignee:

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 US)

Patent Applicant/Inventor:

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Patent and Priority Information (Country, Number, Date):

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Application: WO 2001US15283 20010511 (PCT/WO US0115283)

Priority Application: US 2000569023 20000511

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AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ

EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS

LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

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Fulltext Availability:

Detailed Description

Detailed Description

... lose, the house account collects the winnings.

When bettors win, the house account pays out the winnings.

When a repository acts as a retail sales catalog displaying fixed
prices, or as a demand aggregator, the list of available products
and other details such as 1 5 descriptions, weights, shipping
requirements can be retained. In...Communications between transacting
parties (which may include any number of repositories, clearinghouses,
devices, or external systems) can be conducted using one or any
combination of network schemes as a transmission is relayed
from source to target.

It is likely that an inter-networked configuration of repositories and
clearinghouses would use a combination...

7/3,K/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00836144 **Image available**

NETWORKED INTERACTIVE TOY SYSTEM

SYSTEME DE JOUETS INTERACTIFS EN RESEAU

Patent Applicant/Assignee:

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Legal Representative:

SANFORD T COLB & CO (agent), COLB, Sanford, T. , P.O. Box 2273, 76122 Rehovot (et al), IL,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200169830 A2-A3 20010920 (WO 0169830)
 Application: WO 2001IL248 20010314 (PCT/WO 010100248)
 Priority Application: US 2000189914 20000316; US 2000189915 20000316; US 2000189916 20000316; US 2000190874 20000321; US 2000191300 20000321; US 2000192011 20000324; US 2000192012 20000324; US 2000192013 20000324; US 2000192014 20000324; US 2000193697 20000331; US 2000193699 20000331; US 2000193702 20000331; US 2000193703 20000331; US 2000193704 20000331; US 2000195861 20000407; US 2000195862 20000407; US 2000195863 20000407; US 2000195864 20000407; US 2000195865 20000407; US 2000195866 20000407; US 2000196227 20000410; US 2000197573 20000417; US 2000197576 20000417; US 2000197577 20000417; US 2000197578 20000417; US 2000197579 20000417; US 2000200508 20000428; US 2000200513 20000428; US 2000200639 20000428; US 2000200640 20000428; US 2000200641 20000428; US 2000200642 20000428; US 2000203175 20000508; US 2000203177 20000508; US 2000203182 20000508; US 2000203244 20000508; US 2000204201 20000515; US 2000204200 20000515; US 2000207126 20000525; US 2000207128 20000525; US 2000208105 20000526; US 2000208390 20000530; US 2000208391 20000530; US 2000208392 20000530; US 2000209471 20000605; US 2000210443 20000608; US 2000210445 20000608; US 2000212696 20000619; US 2000215360 20000630; US 2000216237 20000705; US 2000216238 20000705; US 2000217357 20000712; US 2000219234 20000718; US 2000220276 20000724; US 2000221933 20000731; US 2000223877 20000808; US 2000227112 20000822; US 2000229371 20000830; US 2000229648 20000831; US 2000231105 20000908; US 2000231103 20000908; US 2000234883 20000925; US 2000234895 20000925; US 2000239329 20001010; US 2000253362 20001127; US 2000250332 20001129; US 2000254699 20001211; US 2001267350 20010208

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AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
 EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
 LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
 TM TR TT TZ UA UG US UZ VN YU ZA ZW
 (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
 (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
 (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
 (EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 189040

Fulltext Availability:

Detailed Description

Detailed Description
... like.

Likewise, there are many known methods for dialing up services directly from computers, and/or from information services.

There are many parameters, which a medical doctor measures, analyses, and/or diagnoses in relation to the human body. Some of these are measured directly, such as

13
temperature, blood press-Lire...the toy with the user) to help the user determine which products to put up for bid, which products to bid on and at what price to bid.

The toy entices the user to use the auction system by suggesting it as a game which the user can play with the...the present invention uses of Interactive toys in general and Networked Interactive toys in particular to assist toy users in developing, implementing and adhering to health & exercise program/s selected and designed to meet the user's individual needs and goals. The Toy may act both as a coach and as a trainer...It is envisioned that some or all of the toys on a network may or may not have the capability to communicate with a wireless network such as, but not limited to, one or more existing cellular networks or satellite networks. A cellular phone or hardware-containing cellular phone technology connects...motions. An interactive toy may also be equipped with one or more video cameras, which can be used either passively to send pictures to the network or actively to identify the environment of the user using software on the computer.

Fig. 45 shows schematically interactions between an interactive toy and its...normally associated with conversations with humans, and to be conditioned and trained to eliminate his speech problem and to gain the preferable confidence. Likewise, the network can convey verbal messages via the toy to remind the user of an appointment. In other words, the toy can have the added feature of...of groups. There are four such test groups in the present example. All these test groups equally represent the entire community of users of the networked system. Since such a system is expected to have a huge number of users, the individual test groups would also be rather large and thus...variety of ways such as, for example, discount for the products they lend information about. Alternately, in case another establishment finances research on nutrition and health, participating users are paid directly by such an establishment.

In a preferred embodiment of the present invention users interact with toys connected to a mobile...

7/3,K/3 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00819414 **Image available**
METHOD FOR AN APPLICATION SERVER PROVIDER FRAMEWORK

PROCEDE POUR UN CADRE DE FOURNISSEUR DE SERVICES APPLICATIFS

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Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200152095 A2-A3 20010719 (WO 0152095)

Application: WO 2001US921 20010112 (PCT/WO US0100921)

Priority Application: US 2000483062 20000114; US 2000483486 20000114; US
2000483593 20000114

Designated States:

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prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM

TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 56039

Fulltext Availability:

Detailed Description

Detailed Description

... Trouble Management Call Handling Business Capability Package

o Call Handling Simulation Tool

o Call Center Cross Industry Best Practices

o Business Capability Definition Documents

o Network Transformation Market Offering

o Operations Maturity Model Diagnostic Tool

o CRM Practice Aid

o Sales Effectiveness Best Practices

I 0 0 eProcess Reference Guide

o Business Practices

...to search based on a specific 5 artist and album. The agent would
search its known sources, gather the needed information, and return a
comparison list with prices and specifications to the
requester. If this concept is applied to the business world, the
potential value increases dramatically.

A business may utilize a similar...watermark to determine if unauthorized
uses exist. Another example would be competitive analysis. A site may
create an agent for polling competing sites for current prices and
product list in order to price the site's own items
competitively.

On the other hand, the site may deal with inbound agents. The emergence of the comprehensive intelligent shopping assistant...

...interacts with the site in order to gather any needed information, and prepares a report for the user including detailed product information, product comparisons, and pricing lists. From the site selling goods, the agent may be viewed as an inbound customer. In essence, an agent is both inbound and outbound, depending on...of the areas to consider are listed below. Figure 25 illustrates highlevel concepts of maintenance and administration of the framework.

System Monitoring Facilities 2500

The health of a system can be easily maintained by putting in place monitoring facilities and procedures for capturing the system's electronic vital signs. Far too often the users...

7/3,K/4 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806392

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE DANS UN ENVIRONNEMENT DU TYPE CHAÎNE D'APPROVISIONNEMENT RESEAUTÉE, ET PROCÉDÉ ASSOCIÉ

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Inventor(s):

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139086 A2 20010531 (WO 0139086)

Application: WO 2000US32310 20001122 (PCT/WO US0032310)

Priority Application: US 99444653 19991122; US 99447623 19991122

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AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SL SJ TM TR TT TZ
UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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Fulltext Availability:

Detailed Description

Detailed Description

... be facilitated between service providers and manufacturers utilizing the network. In another embodiment of the present invention, collaborative network roll-out and planning utilizing the network may be facilitated between service providers and manufacturers. As an option, a roll-out planning tool may be provided for facilitating collaborative network roll-out...and the second by higher level protocols. Each of 1 5 these protocols has a series of layers. Examples of layered architectures include the Systems Network Architecture (SNA) developed by IBM, and ...between element managers and presentation managers. All information forwarded from the element managers is utilized by the information services manager to provide information to the network operators. The information services manager adheres to CORBA standards to provide ubiquitous information access via an Object Request Broker (ORB). The ORB allows the information...following provides a description of new components in the "NGN" and the "New Core" that provide enhanced IP based services. The Intelligent IP (I2 P) Network enablers are categorized as follows.

Session Control (Bandwidth, Switching and Routing)

Media Control (Call Treatment such as media conversion

1 0 Policy Management (Directory, Access...be further improved to deliver higher resolution digital media over the cable infrastructure using NGN and CORE delivery

67

"New Core".

NGN Creation Strategy

The network transformation plan comprises of the following phases

Strategy

Market Trial

Service Launch

Consolidation and Optimization

Strategy

'Determine where our current network fits in the evolutionary continuum from...Further, in operations 5414 and 5416, an order for the products and services may be received and processed, after which a tax and a shipping fee are calculated. A status of delivery for one or more of the ordered products and services may be provided in operation 5418.

Optionally, the displayed...the advertisements are either permanently embedded in the computer programs or reside permanently with computer programs such that they cannot be easily updated.

QUOTE OF PRICE AND AVAILABILITY

Displays list price

Displays promotional pricing based on product

Displays promotional pricing based on user

Displays user specific pricing

Handles multiple currency

Provides general availability

Provides...of advertising as part of the electronic information,

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whereas others will be opposed to receiving advertisements. Thus, it

would be beneficial to provide a system which allows individual users to control the amount of electronic advertising they receive with their electronic content.

In addition, providers of electronic advertisements would be...

7/3/K/5 (Item 5 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806389

SCHEDULING AND PLANNING BEFORE AND PROACTIVE MANAGEMENT DURING MAINTENANCE AND SERVICE IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
PROGRAMMATION ET PLANIFICATION ANTICIPÉE, ET GESTION PROACTIVE AU COURS DE LA MAINTENANCE ET DE L'ENTRETIEN D'UN ENVIRONNEMENT DU TYPE CHAÎNE D'APPROVISIONNEMENT RESEAUTÉE

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

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AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM
HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX
NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

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Fulltext Availability:

Detailed Description

Detailed Description

... other user interface devices such as a touch screen (not shown) to the bus 112, communication adapter 134 for connecting the workstation to a communication network 135 (e.g., a ...The components may include some or all of an installation management component 208, a demand and supply component 210, an order management component 212, a network asset management component 214, a maintenance and service component 216, a procurement and recovered inventory component 218, and/or a distribution and logistics component 220...this illustrative embodiment of the present invention may include: faster order to cash, duplication

reduction, simplified processes, and manufacturing capacity utilization.

Turning now to the Network Asset Management component column, benefits for the service provider for the Network Asset Management component may include: better on-line network performance, rapid integration of...power costs the same to generate. Power generated during peak times is more expensive than "base-line" power. For demand side management, utility companies will charge on a cost basis rather than an average use basis that has existed in the past.

Heretofore, systems have been proposed for communicating utility usage...

...configures devices within the home network, and communicates information from the home network back to the utility central computer via the distribution system. The distribution network is configured in cells or small hubs which support 250-2,000 users at a time.

The utility central computer includes a T-based communication...s network typically follows the client-server computing model. This is where many clients are all transferring data into and out of one or more network servers. Clients do not rionrially talk to each other; they share data by using the server. While this type of data exchange will continue,
44...to devices connected via cable access just like they are delivered to other wire-line connected devices on the "New Core".

NGN Creation Strategy

The network transformation plan comprises of the following phases

Strategy

Market Tn'al

Service Launch

Consolidation and Optimization

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Strategy

Determine where our current network fits in the evolutionary...customer makes selections in response to an autornated menu via her telephone key pad. Such a system includes a NARS switch on which the audio menu system resides. Therefore, during an EVS/NARS call 3602, the NARS switch 1206-1210 records the customer's menu selections in an expanded record (EOSR...the advertisements are either permanenfly embedded in the computer programs or reside permanently with computer programs such that they cannot be easily updated.

QUOTE OF PRICE AND AVAILABILITY

Displays list price

Displays promotional pricing based on product

Displays promotional pricing based on user

Displays user specific pricing

165

Determines credit available and ternis

Provides web call-through for non...

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00806384

NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND METHOD THEREOF

GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

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Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

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AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK DZ EE ES FI GB
GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK
MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN
YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

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Fulltext Availability:

Detailed Description

Detailed Description

... and the manufacturers may be tracked utilizing the network. The network assets may be tracked according to: growth of the network asset, capacity of the network asset, technological level of the network asset, and/or amount of the network asset. In one aspect of this embodiment of the I I In...control flow diagram illustrating the Change Daylight Savings Time command in accordance with a preferred embodiment; Figure 40 is a control flow diagram illustrating the Network Call Identifier (NCID) switch call processing in accordance with a preferred embodiment; Figure 41 is a control flow diagram illustrating the processing of a received...eCommerce Application Framework; Figure 99 illustrates a simple personalization process; Figure 100 is a graphical depiction of extents of personalization; Figure 101 illustrates a content catalog that can be used to manage an enterprise's content; Figure 102 illustrates an exemplary template with three Dynamic Content Areas (DCAs) embedded within the template...

method is provided for use in cooperation with a computer having memory in a Synchronous Optical Network (SONET) for 10 generating an optimized transition plan for the placement of Self-Healing Rings (SHR) and the routing of point-to-point demand in accordance with projected customer demand over a selected...of demand covered and minimizing the total inter-ring traffic cost. This is accomplished through modeling the same in accordance with yet another mixed integer program and generating a corresponding electrical signal for receipt by said computer memory.

Demand and Supply Plannin 210

10

In accordance with an embodiment of...

...the network. In a further embodiment of the present invention, the supply of manufacturer offerings between manufacturers and service providers may be coordinated utilizing the network. In such an embodiment, a supply chain planning tool may be provided for coordinating the supply of manufacturer offerings between the manufacturers and the service...

...utilizing the network.

In even another embodiment of the present invention, collaborative capacity planning may also be facilitated between service providers and manufacturers utilizing the network. In one aspect of this embodiment, a production planning tool may be provided for facilitating the collaborative capacity planning. In yet a further embodiment of...on the information received from the manufacturer. Periodic progress reports are

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generated from the tracking and then transmitted to the service provider utilizing the network in operations 910 and 912.

In an aspect of the present invention, the order request may be received from the service provider utilizing the network...make the host responsible for security and access to itself and its associated database. Thus, a user might have access to certain destinations in the network without restriction, but no access to other destinations.

Market Drivers

According to Yankee Group Research, network management costs continue to increase, with network managers spending...session is established between originator and destination application by routing the call through the NGN components such as Gateways and Switches.

The Emerging Satellite Data Network Architecture

In addition to the wireless access infrastructure, new service providers have emerged that are t ing to use low earth orbiting satellites (LEOS) to...

...to devices connected via cable access just like they are delivered to other wire-line connected devices on the "New Core".

NGN Creation Strategy

The network transformation plan comprises of the following phases

Strategy
Market Trial
Service Launch
Consolidation and Optimization
Strategy
Determine where our current network fits in the evolutionary continuum
from...nor to include a finer granularity of precision, such as a one (1)
second increment.

Therefore, there is a need for switches of a telecommunications
network to store call record information in a flexible and
expandable format. There is a further need to provide time point 1 5
fields with one...element managers and presentation managers. All
information forwarded from the element managers is utilized by the
infor-nation services manager to provide information to the
network operators. The information services manager adheres to
CORBA standards to provide ubiquitous infor-nation access via an object
request broker (ORB). The ORB allows the...the advertisements are either
permanently embedded in the computer programs or reside permanently with
computer programs such that they cannot be easily updated.

QUOTE OF PRICE AND AVAILABILITY

Displays list price
Displays promotional pricing based on product
Displays promotional pricing based on user
Displays user specific pricing
Handles multiple currency
Provides general availability
Provides user specific availability
Saves quote...

7/3,K/7 (Item 7 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806383

COLLABORATIVE CAPACITY PLANNING AND REVERSE INVENTORY MANAGEMENT DURING
DEMAND AND SUPPLY PLANNING IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
AND METHOD THEREOF

PLANIFICATION EN COLLABORATION DES CAPACITES ET GESTION ANTICIPEE DES
STOCKS LORS DE LA PLANIFICATION DE L'OFFRE ET DE LA DEMANDE DANS UN
ENVIRONNEMENT DE CHAINE D'APPROVISIONNEMENT FONDEE SUR LE RESEAU ET
PROCEDE ASSOCIE

Patent Applicant/Assignee:

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Inventor(s):

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139029 A2 20010531 (WO 0139029)
Application: WO 2000US32309 20001122 (PCT/WO US0032309)
Priority Application: US 99444655 19991122; US 99444886 19991122

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ
UA UG UZ VN YU ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 157840

Fulltext Availability:

Detailed Description

Detailed Description

... In such an embodiment, the management of collaboration may include facilitating the transmitting of information between the matched service provider and the manufacturer utilizing the network. In an aspect of this embodiment, a 1 5 collaborative planning tool may be provided for managing the collaboration between the matched service provider and... requested quality of service (QOS). This includes providing access, performance, fault tolerance and security between any specified set of end systems as directed by the network's manager. The concept is to provide network managers with complete "command and control" over the entire network's infrastructure--not just tell them when...relay, and X On the far end is outsourced NINS characterized by long-term contracts, involving hundreds of millions of dollars. The NNI/NINS market offering is proposing our clients go beyond the management of the router and the WAN, and into the world of the local area network (LAN), even...to devices connected via cable access just like they are delivered to other wire-line connected devices on the "New Core".

NGN Creation Strategy

The network transformation plan comprises of the following phases

Strategy

Market Trial

Service Launch

Consolidation and Optimization

Strateg

Determine where our current network fits in the evolutionary continuum from...advertisement at the bottom of a computer screen is based on similar advertising techniques used in cable television and other television contexts,

165

QUOTE OF PRICE AND AVAILABILITY

Displays list price

Displays promotional pricing based on product

Displays promotional pricing based on user

Displays user specific pricing

Handles multiple currency

Provides general availability

Provides user specific availability

1 5...

7/3,K/8 (Item 8 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ ENTRE UNE
PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

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Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV
MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 170977

Fulltext Availability:

Detailed Description

Detailed Description

... entry of user information that is duplicative of information already
entered into the main telephone switching equipment. In such case, not
only must a technician program the main telecommunications switch,
but additional time (and money) must be spent for programming ancillary
equipment with similar information. Typically, these systems must be
perfectly...OOP.

18

OOP is a process of developing computer software using objects, including
the steps of analyzing the problem, designing the system, and
constructing the program. An object is a software package that

contains both data and a collection of related structures and procedures.
Since it contains both data and a...the network. In a further embodiment
of the present invention, the supply of manufacturer offerings between
manufacturers and service providers may be coordinated utilizing the
network. In such an embodiment, a supply chain planning tool may be
provided for coordinating the supply of manufacturer offerings between
the manufacturers and the service...RAS Remote Access Server
SCE Service Creation Environment
SCP Service Control Point
SMDS Switched Multi Megabit Data Service
SSP Service Switching Point
SONET Synchronous Optical Network
STP Service Transfer Point
TCP Transmission Control Protocol
xDSL Generic name for Digital Subscriber Line
(D)WDM (Dense) Wave Division Multiplexing
Data networks today rely...from "Core" to "NGN" to "New Core" will be
described. Followed by architecture for cable, wireless and satellite
based access networks.

57

The Wire-line Network Architecture

"Core" Network Architecture

The current wire-line "Core" network consists of parallel PSTN, SMDS,
ATM, Frame-Relay, B/PRI and LP networks. The PSTN...devices connected via
cable access 'ust like they are delivered to other wire-line connected
devices on the

J

"New Core".

NGN Creation Strategy

The network transformation plan comprises of the following
phases

Strategy

Market Trial

Service Launch

Consolidation and Optimization

Strategy

Determine where our current network fits in the evolutionary continuum
from...an analog signal, not 64 Kbps digitized audio. One of these analog
local loops typically exists as the "last mile" of each of the telephone
network circuits to attach the local telephone of the calling
party.

This guarantee of capacity is the strength of circuit-switched networks.
However, circuit switching has...for his or her particular session, or
the customizations may be saved so that the user's personalized settings
are used each time the display catalog is opened by that particular
user. The display format may also be customized to display localized
content, such as by being based on the location...permanently embedded in
the computer programs or reside permanently with
computer programs such that they cannot be easily updated.

QUOTE OF PFJCE AND AVAILABILITY

Displays list price

Displays promotional pricing based on product

Displays promotional pricing based on user
Displays user specific pricing
Handles multiple currency
Provides general availability
Provides user specific availability
Saves quote...the network, and to require a license for each node. Then typically the license fee may be increased as the number of nodes on the network increases. Another approach bases the license fee for a software product running on a network on the total number of individual users who might actually...

...software product at a given time. These approaches, however, have usually required the cooperation of the licensee, because additional nodes may be added to the network, or additional users may utilize the software, without the knowledge of the licensor, who is typically not present on the premises of the licensee. The

7/3,K/9 (Item 9 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00784143
SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR LOAD BALANCING REQUESTS AMONG
SERVERS

SYSTEME, PROCEDE ET ARTICLE POUR EQUILIBREUR DE CHARGE DANS UN
ENVIRONNEMENT DE STRUCTURES DE SERVICES

Patent Applicant/Assignee:

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Palo Alto, CA 94303-0746, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200116739 A2-A3 20010308 (WO 0116739)
Application: WO 2000US24236 20000831 (PCT/WO US0024236)
Priority Application: US 99387576 19990831

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150248

Fulltext Availability:
Detailed Description

Detailed Description

... is the prominent configuration in use today by companies which have attempted to migrate to client/server based computing.

Advantages

At a minimum, a two-tiered client/server architecture assumes that an application's presentation logic resides on the client and its data management logic resides on the server. This style...realm of electronic commerce via the Open Financial Exchange, an application developed by Microsoft, Intuit, and CheckFree for conducting electronic financial transactions. Similarly, HU, a healthcare information systems standards organization, is using XML to support electronic data interchange

EDI of clinical, financial, and administrative information (<http://www.mcis.duke.edu/standards/HL7/sigs...> as specified by the user or the program. Replication can also be done either real-time or on-demand (i.e., initiated by a user, program or a scheduler).

The following might be possible if databases are replicated on alternate server(s): better

96
availability or recoverability of distributed applications; better...not encrypt the password in any way, and thus the password travels in the clear over the network where it could be detected with a network sniffer program or device. Basic authentication is not secure enough for banking applications or anywhere where there may be a financial incentive for someone to steal someone...computer on the same network/subnetwork.

Shared Access - The Media Access service provides a method for multiple network nodes to share access to a physical network. Shared Access schemes include the following.

CSMA/CD - Carrier Sense Multiple Access with Collision Detection. A method by which multiple nodes can access a shared physical media by "listening..."

7/3,K/10 (Item 10 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761432

METHODS, CONCEPTS AND TECHNOLOGY FOR DYNAMIC COMPARISON OF PRODUCT FEATURES AND CUSTOMER PROFILE

PROCEDES, CONCEPTS ET TECHNIQUE DE COMPARAISON DYNAMIQUE DE CARACTERISTIQUES D'UN PRODUIT ET DU PROFIL DES CONSOMMATEURS

Patent Applicant/Assignee:

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Inventor(s):

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MITCHELL James D, 3004 Alma\$Manhattan Beach, CA 90266, US, (Designated for all)
BARRESE James J, 757 Pine Avenue\$San Jose, CA 95125, US, (Designated for all)

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073958 A2 20001207 (WO 0073958)
Application: WO 2000US14459 20000524 (PCT/WO US2000014459)
Priority Application: US 99320818 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG UZ VN YU ZA ZW

(All protection types applied unless otherwise stated - for applications 2004+)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 151011

Fulltext Availability:

Detailed Description
Claims

Detailed Description

... Contingency Management

Financial Management

Issue Management (decisions to be made regarding the development of the business capability,

0 not to be confused with problem management)

Program Performance Reporting

Resource Management

Risk Management

Vendor Management

The Project Management team is responsible for producing a deliverable or set of deliverables. As such, it...handle the changes.

Test Data Management

Test Data Management tools allow developers to create and maintain input data and expected results associated with a test plan. They include test data and archiving tools that assist in switching between cycles and repeating a cycle based on the original data created for that...

Claim

... Balancing I train I r.onspon you
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Railatlonship Mgmt Publishing Services
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7/3,K/11 (Item 11 from file: 349)
DIALOG(R)File 349:PCI FULLTEXT
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00761431

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PROVIDING COMMERCE-RELATED
WEB APPLICATION SERVICES
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE DE
SERVICES D'APPLICATION DANS LE WEB LIES AU COMMERCE

Patent Applicant/Assignee:

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Inventor(s):

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BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

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Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073957 A2-A3 20001207 (WO 0073957)
Application: WO 2000US14420 20000525 (PCT/WO US0014420)
Priority Application: US 99321492 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY CA CH CN CR CU CZ
CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT LU LV MA MD MG MK
MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM
TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150171

Fulltext Availability:

Detailed Description
Claims

Detailed Description

... this interaction. It is important for performance reasons that communication between components is minimized, especially if these components are distributed.

Implementation Considerations

a) Is the system complex or heterogeneous?

A performance model ensures that performance requirements are met in a complex or heterogeneous environment. Performance is usually a critical quality requirement...control over the test data for the various testers), a Configuration Management tool (easier control over all system configurations and component versions), and a Test Plan Management tool (easier control over all test cycles, subcycles, their operating statuses, and so on).

d) What engagement factors affect the use of Test Planning tools...

Claim

... Virtual Private Network Load Balancing)
ell tmal., XicTor, V
Web Application Service
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Relationship Mgmt Publishing Service
Catalog Capabilities Quote (Price 6 ChatCs@ 111611 use I
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7/3,K/12 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761430 **Image available**

SYSTEM, METHOD AND COMPUTER PROGRAM FOR REPRESENTING PRIORITY INFORMATION
CONCERNING COMPONENTS OF A SYSTEM
SYSTEME, METHODE ET ARTICLE FABRIQUE PERMETTANT DE CLASSER PAR ORDRE DE
PRIORITE DES COMPOSANTS D'UNE STRUCTURE DE RESEAU NECESSAIRES A LA MISE
EN OEUVRE D'UNE TECHNIQUE

Patent Applicant/Assignee:

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US (Residence), US (Nationality)

Inventor(s):

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MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073956 A2-A3 20001207 (WO 0073956)
Application: WO 2000US14406 20000524 (PCT/WO US0014406)
Priority Application: US 99321274 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT (utility model) AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ
 (utility model) CZ DE (utility model) DE DK (utility model) DK DM DZ EE
 (utility model) EE ES FI (utility model) FI GB GD GE GH GM HR HU ID IL IN
 IS JP KE KG KP KR (utility model) KR KZ LC LK LR LS LT LU LV MA MD MG MK
 MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK (utility model) SK SL TJ TM
 TR TT TZ UA UG UZ VN YU ZA ZW
 (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
 (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
 (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
 (EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
 Filing Language: English
 Fulltext Word Count: 149024

Fulltext Availability:
 Detailed Description
 Claims

Detailed Description

... operation 43 of Figure 1F determines the structure and/or organization of a current network framework.

Operation 44 displays a graphical depiction of the current network framework and a plurality of components thereof, such as the graphical depiction shown in Figure M. A comparative analysis of the vendors is presented with...Site Manager & Product6 Domain Manager
 - offer centralized management for networks of up to 100 nodes.

Product features include the following.

Monitoring of events and network health for multiple local and remote environments
 Distribution of management data
 Management of file systems, print queues and user groups
 Balancing of management processing loads across...has to write from scratch. However, because the framework is really a generic application that displays windows, supports copy and paste, and so on, the programmer can also relinquish control to a greater degree than event loop programs permit. The framework code takes care of almost all event handling and flow...regression tests with little effort. Little or no benefits will be achieved from automation.

Product Considerations

a) Has RTP (Reinventing Testing Project) developed a test plan management system?
 b) What tools can be used for problem tracking?
 The RTP Tools Development team has documented their evaluation summaries of
 162
 the internal test...

Claim

... EmSaiel I ran:pon 11 I Me

"IC V
' Z
Web Application Service
Commerce Content Channels Customer Content Mgmt & Education
Relationship Mgmt Publishing Services
Catalog Capabilities Quota (price & Chalcipabifille, Use of fill
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rpr
(products & services) Availability) (Real-time (Active Pr: filingam) t To
Is Marketing C
GTO...

7/3, K/13 (Item 13 from file: 349)
DIALOG(R) File 349: PCT FULLTEXT
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00761429

METHODS, CONCEPTS AND TECHNOLOGY FOR A VIRTUAL SHOPPING SYSTEM CAPABLE OF
ASSESSING NEEDS OF A CUSTOMER AND RECOMMENDING A PRODUCT OR SERVICE
BASED ON SUCH ASSESSED NEEDS
PROCEDES, CONCEPTS ET TECHNOLOGIE POUR SYSTEME D'ACHAT VIRTUEL CAPABLE
D'EVALUER LES BESOINS D'UN CLIENT ET DE RECOMMANDER UN PRODUIT OU UN
SERVICE SUR LA BASE DE CES BESOINS

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

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MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073955 A2 20001207 (WO 0073955)
Application: WO 2000US14357 20000524 (PCT/WO US0014357)
Priority Application: US 99321495 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TJ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 148469

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... complex system, the class hierarchies for related classes can become extremely confusing, with many dozens or even hundreds of classes.

0 Flow of control. A program written with the aid of class libraries is still responsible for the flow of control (i.e., it must control the interactions among all the...a temporal one and thus suggests that architecture must be present at a given stage before the introduction of application components.

61

The version control plan must align with the migration control plan. The version control plan defines the points where version control activities will take place. In the above example...development environment.

During a large project, several very significant changes to the development environment must be accommodated. They include.

0 New hardware

Rewiring of the network

New development software

New releases of existing development software

New releases of infrastructure components (custom-built technology architecture)

69

The release of these components into...of tools and components, each supporting a specific task or set of tasks in the development process. As with processes and organization, the central component, System Building, is supported by the eight management components.

0 Information Management tools 202 manage the information that supports the entire project - information that is used...the same business event?

By using event modeling and a central event router architecture, interfaces to several systems can be easily and flexibly provided. Each system registers itself with the event router and indicates which business events it is interested in. Whenever an event is triggered, the router is notified. It...at the "hi-fi" stage should focus on perfecting the details.

In the later stages of development, usability laboratories can be extremely helpful for evaluating system design. Usability labs, which can be stationary or portable, rely on videotape and screen capture methods to record how users interact with prototype systems.

Within...

Claim

... I Gil I
Load Balancing ifiiii I Fadnii

Services

r

Web Application Service

Commerce Content Chann@ls Customer Content Mgmt & Education

Relationship Mgmt Publishing Services

Catalog Capabilities Quote (Price & Chat Capabilities user

Profits mg-mt--l (products 9 services) Availability) Download Cape

(Retail-tims) (Active Profiling)I !l@:V,Vopnnent Product Details Order

Placement Push...

7/3,K/14 (Item 14 from file: 349)

DIALOG(R)File 349:PCI FULLTEXT

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00761424

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PHASE DELIVERY OF

COMPONENTS OF A SYSTEM REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY

SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE PAR PHASES

DE COMPOSANTS D'UN SYSTEME NECESSAIRES A L'APPLICATION D'UNE TECHNIQUE

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

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MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,

BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,

Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073930 A2 20001207 (WO 0073930)

Application: WO 2000US14458 20000524 (PCT/WO US0014458)

Priority Application: US 99321360 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY CA CH CN CR CU CZ

CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE

EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN

IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT LU LV MA MD MG MK

MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM

TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 149456

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... Figure 1K-1, it is seen that one method of performing operation 61 includes devising a plan for testing the system. See operation 61a. The plan may be based on administrator or programmer testing specifications. In operation 61b, a plurality of components are selected for testing based on the plan. The selected...secure, standards-based web server for accessing, 1.5 managing, and distributing information over the Internet, extranets, or intranets. Product3 supports Java servlet development and network caching of web pages.

Product3 simplifies management of website environments through delegation of administrative privileges such as access rights to administer meta-data components or...split into a number of task packages.

58

a) Plan Program

- 0 061 0 - Understand Program Expectations
 - 9 0620 - Plan Management Processes
 - 0 0640 - Develop Program Master Plan
 - 0 0650 - Design Initial Teamwork Environment*
 - 0 0670 - Plan Delivery
 - 0 0680 - Create Program Plan
- #### b) Mobilize Program
- 0 071 0 - Obtain and Deploy...be performed across the entire system.

Performance modeling for components involves the analysis of the projected level of interaction between components and the level of network traffic generated by this interaction. It is important for performance reasons that communication between components is minimized, especially if these components are distributed.

Implementation Considerations...

Claim

... Virtual private hle@@ Load Belo itmatel I ran
S
Web Application Service;@@
Commerce Content Channels Customer I Content Mgmt & Education
Relationship Mgmt Publishing Services
Catalog Capabilities On" to (price a Download Capaq Chat
@Capabilities User,Pr file Mgmt Content Dsvla@@ (products & services))
Availability) (Real-time) (Act we"Profiling) To 0Is Product Details /
Spo@ Order...

7/3,K/15 (Item 15 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761422

BUSINESS ALLIANCE IDENTIFICATION

SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION POUR L'IDENTIFICATION D'ALLIANCES
COMMERCIALES DANS UN CADRE D'ARCHITECTURE RESEAU

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

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Legal Representative:

BRUESS Steven C (agent), Merchant, Gould, Smith, Edell, Welter & Schmidt,
P.A., P.O. Box 2903, Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073928 A2-A3 20001207 (WO 0073928)
Application: WO 2000US14375 20000524 (PCT/WO US0014375)
Priority Application: US 99320816 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AF) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 149371

Fulltext Availability:

Detailed Description

Detailed Description

... Figure 14. In one embodiment, the pictorial representation may be used
alone in order to convey various services which would be provided in a
business offering.

To create such a pictorial representation, referring to Figure 11-1, each
of the primary components of the system, such as the components listed
above...stage where program specifications are tested.

" Component Test - A component test is the testing of an individual piece
of the solution. All components, including application programs,
conversion programs, and input/output modules, are subject to component
test. The objective is to ensure that the component implements the
program specifications. At the...code

Compile

Link

89

Edit test plan

Generate testdata

Execute test with debug

Execute test without debug

Edit script

Compare results

The sequencing of the menu items help to remind the programmer of
the steps needed to complete the construction of the program.

Going beyond mere sequential use of tools, real...information
Based on this information, the generator selects the appropriate include
files and creates skeleton code which may be used as a template for the
programmer. This template may also include audit history for the
module and standard code such as error handling.

Make file generation is integrated into the majority...

7/3,K/16 (Item 16 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00742420 **Image available**

ONLINE PATENT AND LICENSE EXCHANGE

BOURSE EN LIGNE DE BREVETS D'INVENTION ET DE LICENCES

Patent Applicant/Assignee:

THE PATENT AND LICENSE EXCHANGE INC, 5th Floor, 245 South Los Robles
Avenue, Pasadena, CA 91105, US, US (Residence), US (Nationality)

Inventor(s):

KOSSOVSKY Nir, 460 California Terrace, Pasadena, CA 91101, US,
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ARROW Alexander K, 171 Church Lane, #14, Los Angeles, CA 90049, US,
JOHNSON Robert M, 808 Montrose Avenue, South Pasadena, CA 91030, US,

Legal Representative:

MORINO Fabio E (et al) (agent), Skjerven, Morrill, MacPherson, Franklin &
Friel LLP, Suite 700, 25 Metro Drive, San Jose, CA 95110, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200055791 A2 20000921 (WO 0055791)

Application: WO 2000US6846 20000315 (PCT/WO US0006846)

Priority Application: US 99124847 19990317; US 99371614 19990810

Designated States:

(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI
GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16598

Fulltext Availability:

Detailed Description

Detailed Description

... on

top of operating system 250, which in turn controls
hardware layer 260. Hardware layer 260, in turn,
provides a physical connection to global-area network
130. Server program 240 also stores and retrieves

information in database 270 via operating system 250.
Users of computer system 100 access the patent and
license exchange of...an "industry competition factor,
defined in Schedule F (Fig. 15F).

Factor F, used only when a license is offered Non
exclusively, reduces the suggested listing price, S,
5 by.

List price = S / F Eq. 8

...value = $S * (d1) - Xe^{-r(T-t)} (d2)$ Eq. 11

Where

$d2 < d1$ and

$d1$ and $d2$ are both lognormal-distributed

Discounted Revenue Valuation Non-medical patent Options

Similarly, options valuation for non-medical

patent follows a simplified.

The accuracy of the Discounted Revenue valuation
methodology in all three markets is dependent not...Of Returns, (Sigma
Squared) And Future Value At Launch

(FV) Calculation

The variance (σ^2) and future value at launch

(FV) inputs into the exchange suggested list price

calculation are derived from the exchange Pure-play

database, which contains approximately 5-10 publicly

traded "pure play" companies in each of 185 fields of...

7/3,K/17 (Item 17 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00568560 **Image available**

VOICE OVER DATA TELECOMMUNICATIONS NETWORK ARCHITECTURE
ARCHITECTURE DE RESEAU DE TELECOMMUNICATION VOIX-DONNEES

Patent Applicant/Assignee:

LEVEL 3 COMMUNICATIONS INC,

Inventor(s):

ELLIOTT Isaac K,

HIGGINS Steven P,

DUGAN Andrew John,

PETERSON Jon,

HERNANDEZ Robert L,

STEELE Rick D,

BAKER Bruce W,

TERPSTRA Rich,

MITCHELL Jonathan S,

WANG Jin-Gen,

STEARNS Harold,

ZIMMERER Eric,

WAIBEL Ray,

OWEN Kraig,

LEWIS Shawn M,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200031933 A1 20000602 (WO 0031933)

Application: WO 99US27658 19991122 (PCT/WO US9927658)
Priority Application: US 98197203 19981120

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU
TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG
CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 105482

Fulltext Availability:

Detailed Description

Detailed Description

... event

components, etc.) generates simple network management protocol (SNMP) events or alerts. The NOC uses the events generated by each network element to determine the health of the network and to perform other network management functions.

In a preferred embodiment., the invention operates as follows to process, for example, a long...ANIs or DALs. This information can include information describing class of service restrictions and account code settings.

The database of configuration server 206 contains voice network topology

information as well as basic data tables necessary for soft switch 204 call processing logic. Configuration server 206 is queried by soft switches 204...a method and an invocation of a method. Parameters represent the input values to a function that the method must perform. The parameters are a list of "typed" values which comprise the input data to a particular message. The OOP model may require that the types of the values be exactly...

```
? show files;ds
File 2:INSPEC 1898-2009/Oct W4
(c) 2009 The IET
File 35:Dissertation Abs Online 1861-2009/Sep
(c) 2009 ProQuest Info&Learning
File 65:Inside Conferences 1993-2009/Nov 03
(c) 2009 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2009/Oct
(c) 2009 The HW Wilson Co.
File 256:TecTrends 1982-2009/Nov W1
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File 474:New York Times Abs 1969-2009/Nov 04
(c) 2009 The New York Times
File 475:Wall Street Journal Abs 1973-2009/Nov 04
(c) 2009 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 Gale/Cengage
File 23:CSA Technology Research Database 1963-2009/Oct
(c) 2009 CSA.
File 56:Computer and Information Systems Abstracts 1966-2009/Oct
(c) 2009 CSA.
```

Set	Items	Description
S1	21083	(MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL) (2W-) (MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING OR PLANS OR SCHEME? ?) OR MLM
S2	114612	(HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL) (2W) (PLAN OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR - MEDICAID
S3	118	S1 AND S2
S4	6691	(PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR FEES) (3N) (LIST OR LISTS OR MENU OR ITEM? OR CATALOG OR SHEET OR SHEETS)
S5	0	S3 AND S4
S6	0	S5 NOT PY>2002
S7	0	RD (unique items)

IV. Text Search Results from Dialog

A. Abstract Databases

```
? show files;ds
File 2:INSPEC 1898-2009/Oct W4
(c) 2009 The IET
File 35:Dissertation Abs Online 1861-2009/Sep
(c) 2009 ProQuest Info&Learning
File 65:Inside Conferences 1993-2009/Nov 03
(c) 2009 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2009/Oct
(c) 2009 The HW Wilson Co.
File 256:TecTrends 1982-2009/Nov W1
(c) 2009 Info.Sources Inc. All rights res.
File 474:New York Times Abs 1969-2009/Nov 04
(c) 2009 The New York Times
File 475:Wall Street Journal Abs 1973-2009/Nov 04
(c) 2009 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 Gale/Cengage
File 23:CSA Technology Research Database 1963-2009/Oct
(c) 2009 CSA.
File 56:Computer and Information Systems Abstracts 1966-2009/Oct
(c) 2009 CSA.
```

Set	Items	Description
S1	21083	(MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL) (2W-) (MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING OR PLANS OR SCHEME? ?) OR MLM
S2	114612	(HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL) (2W) (PLAN OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR - MEDICAID
S3	118	S1 AND S2
S4	6691	(PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR FEES) (3N) (LIST OR LISTS OR MENU OR ITEMI? OR CATALOG OR SHEET OR SHEETS)
S5	0	S3 AND S4
S6	0	S5 NOT PY>2002
S7	0	RD (unique items)

```
? show files;ds
File 149:TGG Health&Wellness DB(SM) 1976-2009/Oct W1
(c) 2009 Gale/Cengage
File 444:New England Journal of Med. 1985-2009/Oct W4
(c) 2009 Mass. Med. Soc.
File 5:Biosis Previews(R) 1926-2009/Oct W4
(c) 2009 The Thomson Corporation
File 73:EMBASE 1974-2009/Nov 03
(c) 2009 Elsevier B.V.
File 155:MEDLINE(R) 1950-2009/Nov 02
(c) format only 2009 Dialog
File 34:SciSearch(R) Cited Ref Sci 1990-2009/Oct W4
(c) 2009 The Thomson Corp
File 434:SciSearch(R) Cited Ref Sci 1974-1989/Dec
(c) 2006 The Thomson Corp
File 129:PHIND(Archival) 1980-2009/Nov W1
(c) 2009 Informa UK Ltd
File 130:PHIND(Daily & Current) 2009/Nov 03
(c) 2009 Informa UK Ltd
File 455:Drug News & Perspectives 1992-2005/Aug
(c) 2005 Prous Science
File 74:Int.Pharm.Abs 1970-2009/Aug B1
(c) 2009 The Thomson Corporation
File 42:Pharm. News Index 1974-2009/Oct W1
(c) 2009 ProQuest Info&Learning
File 625:American Banker Publications 1981-2008/Jun 26
(c) 2008 American Banker
File 637:Journal of Commerce 1986-2009/Nov 04
(c) 2009 UBM Global Trade
File 169:Insurance Periodicals 1984-1999/Nov 15
(c) 1999 NILS Publishing Co.
```

Set	Items	Description
S1	9081	(MULTILEVEL OR MULTI()LEVEL OR TIERED OR TIER OR PYRAMID OR NETWORK OR NETWORKED OR MATRIX OR UNILEVEL OR UNI()LEVEL) (2W-) (MARKETING OR PLAN OR PROGRAM? ? OR PROGRAMME? ? OR OFFERING OR PLANS OR SCHEME? ?) OR MLM
S2	872228	(HEALTH OR HEALTHCARE OR HEALTH()CARE OR MEDICAL) (2W) (PLAN OR PLANS OR PROGRAM OR PROGRAMS OR PROGRAMME OR PROGRAMMES OR SYSTEM OR SYSTEMS OR INSURANCE OR OPTIONS? ?) OR MEDICARE OR - MEDICAID
S3	1257	S1 AND S2
S4	11438	(PRICE OR PRICES OR PRICING OR CHARGE OR CHARGES OR FEE OR FEES) (3N) (LIST OR LISTS OR MENU OR ITEM? OR CATALOG OR SHEET OR SHEETS)
S5	7	S3 AND S4
S6	4	S5 NOT PY>2002
S7	4	RD (unique items)

```
7/3,K/3 (Item 3 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)
(c) 2009 Gale/Cengage. All rts. reserv.
```

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01150478 SUPPLIER NUMBER: 06787180 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Rx: buy right. (businesses need to manage cost of health care; includes related article)
```

Braham, James
Industry Week, v237, n9, p45(4)
Nov 7,
1988

PUBLICATION FORMAT: Magazine/Journal ISSN: 0039-0895 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Trade
WORD COUNT: 3079 LINE COUNT: 00294

... costs.

- * Companies have adopted utilization review procedures, such as requiring certification before a hospital stay and a second opinion before surgery.

- * They have offered HMO (health maintenance organization) plans that promised to be a lower-cost alternative to traditional indemnity or fee-for-service insurance.

- * They have turned to self-funding, leaving the insurance...

...providers a reason to work for this goal."

ALLIED'S PLAN. Through a threeyear contract with Cigna Corp., Allied-Signal in March instituted a managed health-care plan that by 1990 will cover the company's 65,000 salaried and other nonunion employees, plus dependents. This single national plan, which will replace the...continuing:

- * New and expensive technology.

- * An aging employee base, requiring more care.

- * Unnecessary surgical procedures.

- * Cost shifting. The government, for example, was shifting costs from Medicare to the private sector. Hospitals were shifting costs from in-house to outpatient care.

Plus, "a whole new array of factors" was appearing, Mr. Duva...

...costs for three years boggles my mind," says the benefits director of another large corporation.

A BELL PLAN. Southwestern Bell Corp. has a similar managed healthcare plan. Self-funded, administered by Prudential Insurance Co., it places no cap on company costs, however. And, unlike Allied-Signal's, it includes union employees and...

...is for many more organizations to demand such arrangements," he contends.

In the Allied-Signal plan the employee selects a primary-care physician from the network, whether he plans to use him or not. When service is needed, he can go to that physician and receive all the network benefits.

The network physician is...two years.

Most providers continue to resist corporate attempts at securing information, however. In Erie, Pa., Lord Corp. has surveyed area pharmacies and posted a price list for its employees. "But when you get into the heavyhitting stuff, the hospitals, we've found it impossible," Mr. Busch complains. "Our coalition in town...corporations and other healthcare managers are beginning to negotiate more attractive prices, the providers are shifting costs to companies not yet bargaining, charging a higher " list price."

"This dynamic," Mr. Moynahan believes, "will bring a lot more players [companies] into the business of negotiating with the providers. What ultimately will happen, hopefully...

...DESCRIPTORS: Health insurance--

7/3,K/4 (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce
(c) 2009 UBM Global Trade. All rts. reserv.

Export Opportunities
JOURNAL OF COMMERCE (JC) - March 15, 1993
By: Information Supplied by the U.S. Dept. of Commerce
Edition: Five Star Section: TRADE Page: 4B
Word Count: 3338

...S. dollar value: approx \$100,000. Payment: sight draft.

Response data: From manufacturer only: no. Language: English Best way to respond: fax. Information desired: catalogs, price lists.
Primary buying factor: quality, price, delivery time. Seeks long-term regular supplier.

Company data: Trading company. Established: 1967. Employees: 10. Annual sales: US\$12,000...

...needed by: asap. (See post remarks.)

Response data: From manufacturers only: no. Language: English. Best way to respond: fax, letter. Information desired: product literature, export price list, financing terms. Primary buying factor: should be known brand name.

Company data: Importer/representative. Established: 1992. Employees: five. Annual sales: US\$400,000. Member of...

...above-mentioned products. Company newly established, however, executives have over 15 years of sales experience in area of optical goods. Company is forming wide sales network throughout Greece/plans to open branch office in Thessaloniki, second-largest city in Greece. Post contact: Debbie Mitilineou.

Contact: Kyriakos Magiras, Managing Director, Unitedmed Traders Co., 3 Agiou...requests 2 samples.

Response data: From manufacturers only: yes. Language: English, German. Best way to respond: fax, letter, phone. Information desired: detailed product information with price quotes, reference list. Primary buying factor: price, quality, delivery time.

Company data: Worldwide manufacturer/distributor of long-term blood pressure measuring equipment. Established: 1989. Employees: 3. Annual sales: approx. DM4 million. Member...
...S. firms represented: none.

Post remarks: Urgently needs product. Interested U.S. suppliers urged to contact Mr. Korth asap.

Contact: Uwe Korth, M.E.S. (Medical Equipment Systems),
Fackensief 4, W-5190 Stolberg/Vicht, Germany. Tel: 01149 2402-72819. Fax:
01149 2402-72585.

Please send a copy of your response to:

Commercial Section...

...by: NA. U.S. dollar value: approx \$50,000.

Response data: From manufacturer only: no. Language: English. Best way to
respond: fax. Information desired: catalogs, price lists.

Primary buying factor: price, quality, delivery time. Seeks long-term
regular supplier.

Company data: Trading company. Established: 1970. Employees: 30. Annual
sales: US\$900,000. Member of business chamber...

V. Additional Resources Searched

EBSCOHost and ProQuest were searched.